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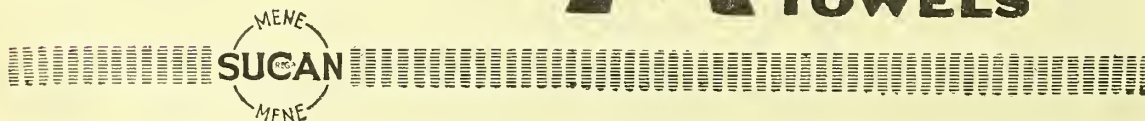
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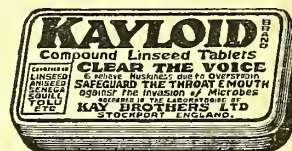
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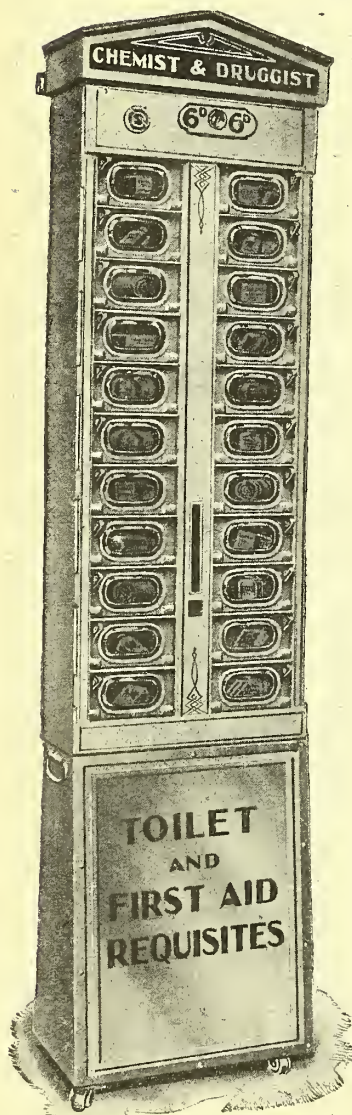
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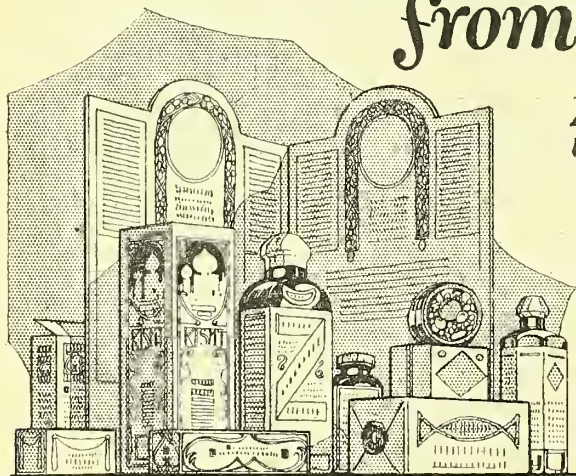
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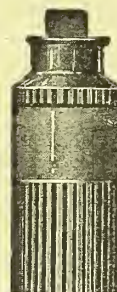
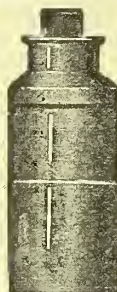
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Sold by all the Leading Wholesale Houses.

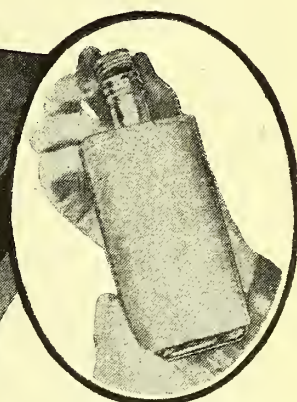
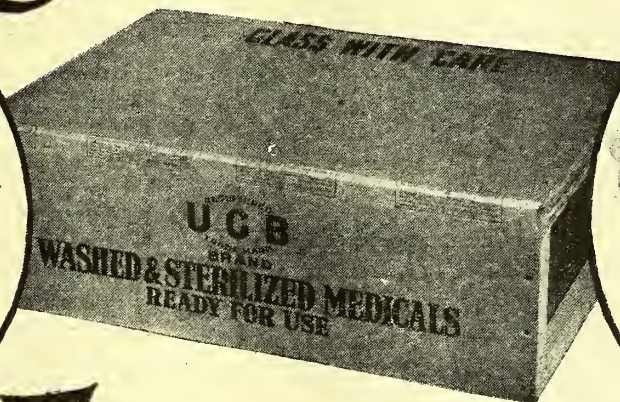
WOOD BROTHERS GLASS CO., LTD.
BARNLEY, (Established 1828) **ENGLAND**

The U.G.B. COMPLETE Medical Bottle Service

Packed in sealed non-returnable standardized fibre cartons.



CORK MOUTH
SERVICE



SCREW CAP
SERVICE

*Washed & Sterilized—
ready for use*

*Indispensable to the
busy dispenser*

NOW
AVAILABLE
FROM LEADING
WHOLESALE
DISTRIBUTORS



UNITED GLASS BOTTLE MANUFACTURERS • LIMITED

The largest manufacturers of Glass Bottles in Europe.

Head Office:

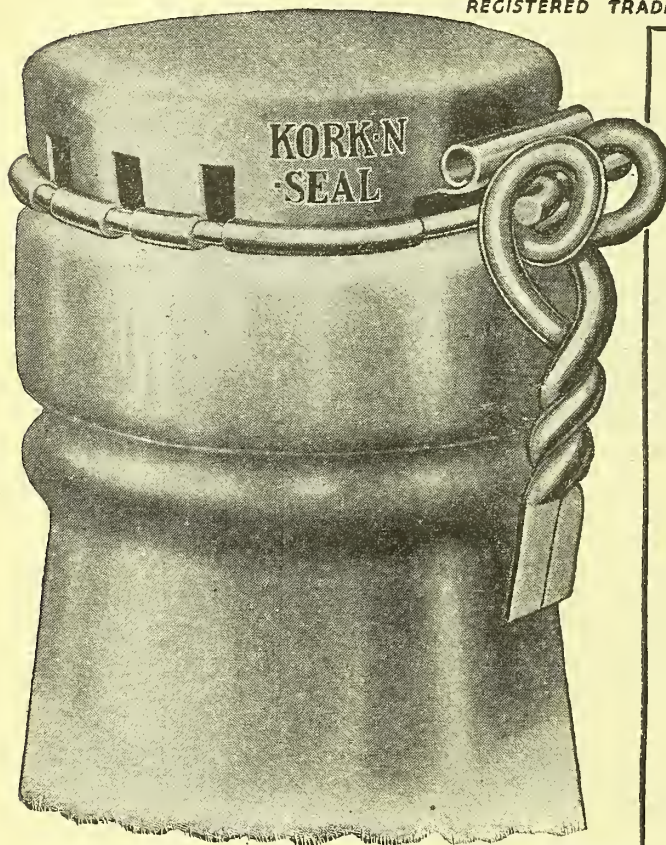
40/43 NORFOLK ST., STRAND, LONDON, W.C.2

Telephone: Central 8080 (10 lines). Telegrams: "Unglaboman," Estrand, London.

Works: Charlton, London; Castleford Yorks.; St. Helens, Lanes.; Hunslet, Leeds; Seaham Harbour, Durham.

The QUALITY CAP for QUALITY PRODUCTS **KORK-N-SEAL**

REGISTERED TRADE MARK



Why KORK-N-SEAL is the ideal cap for your product.

1. It is removed by hand. No Corkscrew, opener or tools of any kind necessary.
2. It re-seals perfectly—as often as desired.
3. It keeps your product fresh and pure to the last drop.
4. It is sanitary—protects the pouring edge of the bottle.
5. It prevents leaking under any condition.
6. It makes a neater and more distinctive packing.
7. It cuts capping costs and makes for factory saving.
8. It does away with corking—wiring—waxing and other combinations.
9. It provides an unusually attractive advertising opportunity. Your name or trade-mark may be lithographed in colours on Kork-N-Seal. This gives you an advertisement that will last long after the contents of the bottle is used.
10. The position of the little lever is a “danger signal” that indicates at a glance whether the bottle is sealed or not. No other bottle closure has this feature.

British made throughout at our own Works, Charlton, S.E.7.

Patents 1920, 1921, 1923.

The Logical closure for

Catsup	Disinfectants
Chili Sauce	Citrate of Magnesia
Salad Dressing	Effervescent Salts
Vinegar	Pharmaceutical preparations
Olive Oil	Proprietary Medicines
Mustard	Medicinal Wines
Salad Oil	Furniture Polish
Olives	Shoe Polish
Horseradish	Stains
Fruit Juices	Oils
Syrups	Shellac
Extracts	Varnish
Flavourings	Dyes
Malts	Cleaning Fluids
Toilet Articles	Ammonia
Antiseptics	Peroxide
Serums	

And all products used gradually.

BRITISH KORK-N-SEAL AGENCY LTD.

Manufacturers of Aluminium, and decorated
Tin closures of every description.

**40/43, NORFOLK ST., STRAND,
LONDON, W.C.2.**

Telephone: Central 8080.

Telegrams: Korkanseal, Estrand, London.

Have you had the P.K.L. (Pain Killing Liniment) Window Model?

P. A. T. A.

1 / 6

Per Bottle

Trade Price:

12/- Per Dozen
with Bonus
and Display for
Orders of 6 doz.

THE unique posed figures are perfectly sculptured and cast in hardened plaster, painted with particular success in natural colours and flesh tints.

Measures $22\frac{1}{2}$ " \times 19" \times $7\frac{1}{2}$ " (deep).

Takes little space but stops lots of people.

P.K.L. shows a return of 62% on Sale and in addition to a wide range of display material, a bonus of 6 bottles for window display is offered with each order for 6 dozen.

"AYRTOID" IODISED THROAT TABLETS

These famous tablets are now issued in tins containing 36 tablets to retail at **8½d.** per tin.

Beautifully packed in printed tins with neat design in red, black and buff. 12 tins in special counter display outer.

Per dozen tins	...	...	...	4/9
Per gross tins	...	...	...	51/-

Also supplied loose at:—

Per lb.	...	2/10	14 lbs.	@	2/9
28 lbs.	@	2/8	56 lbs.	@	2/7

'Ayrtoid' Iodised Throat Tablets

are world known and enjoy immense sales particularly in the British Dominions.

Until fairly recent times Iodine treatment was purely external. AYRTON'S method of incorporating fine Iodine in a medicated tablet has opened up a treatment of the throat membrane which makes full use of the healing, soothing, inflammation reducing, deodorant and aseptic virtues of Iodine.

The tablets include other valuable ingredients, each introduced for specific purposes, so that the compounded medicament takes a higher place than that held by any other throat treatment.

AYRTON, SAUNDERS & Co. LTD.
34 HANOVER STREET, LIVERPOOL

URODONAL

THE NEW 3/- SIZE
IS BEING LARGELY ADVERTISED.

This size will be a popular size for the public who wish to try this world-wide remedy.

URODONAL now sells at 3/-,
5/- and 12/-

This will be a fine seller, so order at once and obtain it on the best terms from the sole agents:

HEPPELLS, LIMITED WHOLESALE CHEMISTS
16 Grosvenor Place - - LONDON, S.W.1
and from all leading Wholesale Chemists.



THE AUTOWAY BAROMETER OF HEALTH

*IS AN ESSENTIAL FEATURE
IN THE MODERN PHARMACY*

Pennies in the slot pay for
The AUTOWAY.

THIS HANDSOME
INFANT WEIGHER IS
PRESENTED GRATIS
TO EVERY CHEMIST
WHO BUYS AN
AUTOWAY.



Easy Payments Arranged.

The

Autoway

stands 4 feet 6 inches high (exclusive of detachable mirror).

It is portable, weighing 100 lb. Bodywork of metal with cellulose grained mahogany finish. It has a silvered dial with engraved lettering, this being framed with a chromium plated untarnishable rim. The platform is in coloured mosaic.

AUTOWAY Co.,

13 Wellington St.,
GLASGOW.

AGENTS EVERYWHERE, including :-

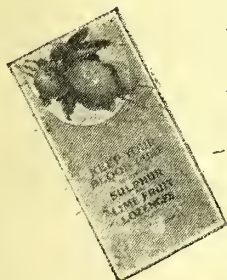
London, Liverpool, Manchester, Sheffield, Leeds, Newcastle, Leicester, Nottingham, Northampton, Cardiff, Portsmouth, Belfast, Dublin.



Spring Time—Sulphur Time

Here is Sulphur at its Best

SPRING is coming. Are you ready for it? Be prepared with a good stock of Sulphur and Lime Fruit Lozenges and this striking show material. With orders for 28 lbs. we supply 250 cartons, window display and show jar. Order now to be ready for that elusive date the "First of Spring." Price 1/4 lb.



THOMAS KERFOOT & CO. LTD.
BARDSLEY VALE, LANCAIRE,
 & Bardsley House, London, N.1
 ESTABLISHED 1797.

C/1000

COPYRIGHT

MERCOLIZED WAX

— : for the Complexion : —

and

STALLAX

— : a Shampoo : —

TWO substantial and well-advertised lines which show a handsome profit to the Retailer, and, moreover, may be stocked fearlessly owing to the Manufacturers' most liberal Sale or Return Guarantee.

Both are obtainable in two sizes, and their reputation and sterling value assure a steady turnover.

Order through your Wholesaler, or direct from:

DEARBORN (1923) LIMITED
37 GRAY'S INN ROAD, LONDON, W.C.1.

SERVICE

THE KEYSTONE ON
 WHICH ALL SUCCESSFUL
 MODERN BUSINESSES
 ARE BUILT.

THAT LITTLE EXTRA ATTENTION
 TO DETAIL WHICH EPITOMISES
 SERVICE IS OUR STANDARD.

FOR
NOTEWORTHY
SERVICE

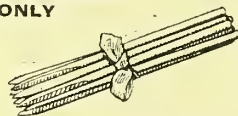
LONDON
 CARDIFF
 & LIVERPOOL

FRANCIS
NEWBERY
 &
SONS

L^{TD.}ONDON
 CARDIFF &
 LIVERPOOL

BRITISH GOODS
 that meet foreign competition

WHOLESALE
 ONLY



Manicure
Requirements

CARDED AND
 BOXED

PHONE:
 MOUNTVIEW
 7811

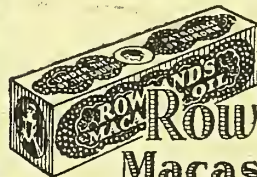
*It will pay you to ask
 us for our prices*

ROBERT LEE, 14 Calverley Grove, N.19.

For 136 years

Rowland's Macassar Oil has been a favourite dressing for the hair. It keeps the hair healthy, and prevents the encroachment of greyness and baldness.

Of all Wholesalers.



Rowland's
Macassar Oil

RETAIL

3/6, 7/- & 10/6

P.A.T.A.

Red for
 dark hair
 Golden
 for fair or
 grey hair

A. ROWLAND & SONS, Ltd., 112 Guilford St., London, W.C.1

The original combined Cream and Powder

la **VELOUTY**

de **DIXOR** Paris

The advertised line that you are asked for.

NOW ON P.A.T.A.

Samples free upon receipt of trade card or billhead.

PRICES :—Full size pot -	21/- doz.	RETAIL	2/9
Super tube -	22/- "	"	3/-
Large tube -	14/- "	"	2/-
Medium tube -	7/- "	"	1/-
Handbag tube -	3/- "	"	6d.

Made in four shades :

WHITE, IVORY, NATURAL and OCHRE.

Obtainable from your regular Wholesaler or direct from the
Sole British Agents:

DEBACQ & HARROP, 68 Newman St., Oxford St., London, W.1

THE HOUSE FOR QUALITY IN PUFFS

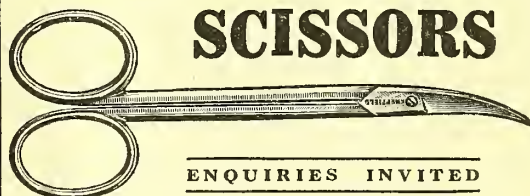
NOVELTIES ALWAYS AVAILABLE

COMPACT POWDERS

Specially Prepared.
Any Tint. Any Perfume.

F. SCHUTZE & Co., Ltd.

BLACK BULL WORKS, CALEDONIAN ROAD, LONDON, N.7



SCISSORS

ENQUIRIES INVITED

GILL, HERBERT & CO., Ltd.

CUTLERY MANUFACTURERS,
Wheeldon Street, SHEFFIELD

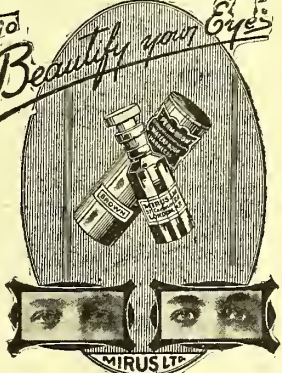
PERM BROW
The Waterproof Liquid

Every bottle
gives you
PROFIT 1/3
and repeats always
follow - - -

Perm Brow, the new
perfectly harmless
liquid eyebrow beauti-
fier blackens eyebrows
and lashes to an allur-
ing darkness and being
waterproof it stays on.
Its unique qualities
have induced recom-
mendation and repeat
orders from almost
every user. Get a stock
to-day, and give it a
display—profits will
come easily.

Obtainable from all
Wholesale Houses or
direct from—

MIRUS LTD.,
57 Carleton Road,
London, N.7



Wholesale

18/-

per doz.

Retail

2/9

per bottle.

TO SHAVE IS HUMAN!

TO USE "AMO" Sheffield Steel BLADES
(Free Testing Sample sent on request.) **DIVINE.**

NO CHEMIST OR DRUGGIST SHOULD
BE WITHOUT THIS SPLENDID LINE!

MARVELLOUS PROFITS. SHOWCARDS SUPPLIED.

"AS GOOD AS REALLY
GOOD BLADES CAN BE"



SELLS at 1/6 Doz.
COSTS 8/- Gross.
FREE BONUS 3 Doz.
Blades to each Gross.

Write at once to—
L. FRANKENBERG,
125 Houndsditch,
London, E.1

Tel.: Grams.
Av. 8846. Uzeccarnos, Lond.

HOVENDEN'S BATH & TOILET SOAP



No. 4712a. Assorted colors and perfumes, boxed $\frac{1}{2}$ doz., $\frac{4}{9}$ doz. tablets, Also supplied in Coal Tar.

BATH SOAPS



No. 4621a. About $3\frac{1}{2}$ oz., boxed 1 doz. tablets, assorted perfumes, $\frac{3}{9}$ doz.; $\frac{4}{3}$ - gross.



No. 4621.—Large size (about 7 oz.) assorted perfumes, boxed $\frac{1}{2}$ doz., $\frac{7}{6}$ doz.; $\frac{8}{4}$ - gross.

TOILET SOAPS

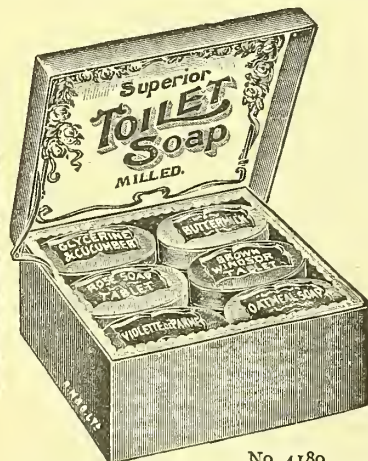
- | | | | |
|---------|---------------------|------|------|
| No. 233 | Curd .. | doz. | 2/10 |
| " 232 | Castile .. | doz. | 2/7 |
| " 4180 | Toilet Assorted, | | |
| | boxed 12's (as | | |
| | illus.) .. | 3/- | |
| " 4180a | Ditto, ditto .. | 2/6 | |
| " 4180b | Ditto, boxed 18's | 2/- | |
| " 4180a | Coal Tar, boxed | | |
| | 12's.. | 2/6 | |
| " 4243 | Buttermilk, ditto | 3/- | |
| " 4244 | Oatmeal, ditto.. | 3/- | |
| " 4623 | Boracic Oatmeal, | | |
| | large size .. | 3/9 | |
| " 5029 | Violet, special do. | 3/9 | |

Special quotations
for quantities.

MEDICATED PINE TAR TOILET SOAP



Each tablet cellophane wrapped.
Packed in counter box of 1 doz. (as illus.) - 3/- doz.



No. 4180.

R. HOVENDEN & SONS, LTD.

LONDON : 29-33 Berners St., W.1 and 89-95 City Road, E.C.1
Telephone: Museum 2810 (3 lines.) Telephone: Clerkenwell 7601 (3 lines.)



Morny

New Perfumes and Toilet Luxuries are constantly being created and introduced by the House of

MORNY

They are notified promptly and regularly to all our Direct Indentors in the quarterly issues of the Export Edition of the "Morny" magazine.

The latest Morny Perfume creation,
"GARDENIA - MORNY"

is announced on the 4th page of this inset in "The Chemist and Druggist," and on the intervening pages are summarised a few of the ever-popular Morny "JUNE ROSES" and "CHAMINADE" specialities, that will serve as a useful abstract for overseas distributors of fine Perfumery who are making up their 1929 season indents.

*Address all Correspondence
and Export Orders to :*

MORNY
6 New Burlington Street, London, W.1

Morny

Fine Perfumes



"JUNE ROSES"

The fine fragrance of the English Rose

"CHAMINADE"

The favoured fragrance of Seven Royal Courts

Each, in the two different presentations illustrated above, has inaugurated a fashion wherever introduced, and grows in favour among a wider circle every year.

EXPORT QUOTATIONS IN BOND PER DOZEN

"JUNE ROSES"

(Gold-lettered flat bottles)

Cat. No.	Size	Price
800B ..	14 gm. ..	40/6
800½B ..	28 gm. ..	56/-
801B ..	42 gm. ..	72/-
803B ..	110 gm. ..	148/-

(Standard square bottles—labelled)

Cat. No.	Size	Price
800 ..	1 oz. ..	44/6
801 ..	1½ oz. ..	55/6
802 ..	2 oz. ..	72/-
803 ..	4 oz. ..	128/-

"CHAMINADE"

(Gold-lettered flat bottles)

Cat. No.	Size	Price
100B ..	14 gm. ..	48/6
100½B ..	28 gm. ..	78/-
101B ..	42 gm. ..	108/-
103B ..	110 gm. ..	284/-

(Standard square bottles—labelled)

Cat. No.	Size	Price
101 ..	1 oz. ..	76/-
102 ..	2 oz. ..	132/-
103 ..	4 oz. ..	248/-

MORNY

6 New Burlington Street, London, W.1

Morny

Toilet Luxuries



World-wide fame has been achieved by the two delightful series of MORNY Toilet Luxuries fragrant with the perfumes shown on the opposite page.

“ JUNE ROSES ”

Cat. No.	Per dozen	Product
810 ..	24/-	Bath Salts
816½ ..	14/-	Bath Salts Tablets (6s.)
830 ..	40/-	Bath Dusting Powder
913 ..	16/-	Bath Soap de Luxe
840 ..	40/-	Complexion Powder
836 ..	36/-	Compact (2½ inch luxury model)
930 ..	44/-	Day Cream
939 ..	32/-	Night Cream
950 ..	12/-	Talcum

Etc., etc.

“ CHAMINADE ”

Cat. No.	Per dozen	Product
110 ..	32/-	Bath Salts
116½ ..	18/-	Bath Salts Tablets (6s.)
130 ..	40/-	Bath Dusting Powder
213 ..	16/-	Bath Soap de Luxe
140 ..	40/-	Complexion Powder
136 ..	36/-	Compact (2½ inch luxury model)
239 ..	44/-	Day Cream
230 ..	32/-	Night Cream
250 ..	12/-	Talcum

MORNY

6 New Burlington Street, London, W.1

Morny

PARFUM "GARDENIA-MORNY"



PARFUM "GARDENIA-MORNY" is the latest addition to the galaxy of Morny flower odours. An extremely concentrated extract, it is notable for the "airiness," the unchangeability, and the pervasiveness of its highly original floral note. Perfected but a few weeks since, "Gardenia-Morny" is destined to found a new Perfume-fashion.

The doré model bottle (as illustrated above) is issued in cartons covered—

- (1) Canvas embossed silverfoil with emerald edges :
- or (2) Antique brown leatherette with gold edges.

EXPORT QUOTATIONS IN BOND PER DOZEN

Cat. No.	Size	Price
7700B ..	14 gm. ..	44/6
7700½B ..	28 gm. ..	70/-
7701B ..	42 gm. ..	96/-
7703B ..	110 gm. ..	225/-

COMPLEXION POWDER "GARDENIA-MORNY" is also available in square standard card cartons of two sizes :—

Cat. No. 7740A ..	Small size ..	28/- per dozen.
Cat. No. 7740 ..	Standard size ..	40/- ..

MORNY

6 New Burlington Street, London, W.1



BRONNLEY'S
Toiletries de Luxe

ESS VIOTTO
for the Hands
MAKES THE SKIN BEAUTIFUL
20/-, 38/-, 54/- doz. 2/6, 4/9, 6/9 per bottle.

BATH SOAP
VERBENA, SANTAL, LAVENDER
76/- gross tablets. 4/6 per box of 6

**ENGLISH
FERN SOAP**
A NEW ODOUR
46/- gross tabs. 3/- per box of 6

BRONNLEY & CO^{LTD} LONDON. W.3.

TOILET COMPANIONS



No. 36

OUR popular No. 36 Model is the one which was purchased by Her Majesty the Queen from our stand at the British Industries Fair. The fittings comprise Tooth Brush, Nail Brush, Comb, Soap, Face Cloth and Towel, and are all of British manufacture.

	Per dozen	Gross lots at
Shot Silk	50/-	48/-
Poplin	48/-	46/-
Art Silk	48/-	46/-
Double Proof	46/-	44/-

OTHER PATTERNS

Containing Soap, Face Cloth and Towel.

No. 40	Fancy Sateen -	16/- per doz.	174/- per
No. 25	Double Proof -	22/6	264/- gross
No. 45	Leather (coloured) -	23/6	—
No. 26	Shot Silk -	27/-	— per
No. 30	Special Line -	11/-	126/- gross
	(assorted patterns)		

Containing Tooth Brush, Comb, Soap, Face Cloth & Towel.

No. 50 Leather (coloured) 32/- per doz., 360/- per gross

Containing Soap, Face Cloth and Towel, with Pockets for Tooth Brush and Comb.

No. 60 Coloured Proof - - - 16/6 per doz.

If fitted with Tooth Brush and Comb 24/- ,,

Colours for Toilets Companions.

Coloured Proof : Rose, Saxe, Helio and Green.

Double Proof : Rose, Saxe and Helio.

Leather : Red, Green, Brown, Helio and Saxe.

Silk : Sky, Saxe, Pink, Rose, Flame, Lilac, Prune, Champagne and Green.

We are also manufacturers of all kinds of Powder Puffs, and we have a large and varied range of Sponge Bags in various shapes and materials.

We can meet your requirements from Stock for Perfumery and Toilet Goods by all the Leading Makers.

BUTLER & CRISPE

80-82 Clerkenwell Road, London, E.C.1

Cables and Marconigrams :
" ALLUWANT, LONDON."

Telephone :
CLERKENWELL 5906 (Private Branch Exchange).

Telegraphic Address
" POMADE, SMITH, LONDON."



IF you were unable to visit our stand at the British Industries Fair, the above photographs will give you some idea of the variety of lines we had on show, including the giant powder puff which was so prominently featured by the Daily Press, and which was taken by H.M. the Queen, who also purchased several of our Toilet Companions.

BUTLER & CRISPE

80-82 Clerkenwell Road, London, E.C.1

Cables and Marconigrams :
"ALLUWANT, LONDON."

Telephone :
CLERKENWELL 3906 (Private Branch Exchange).

Telegraphic Address :
"POMADE, SMITH, LONDON."



No. 21

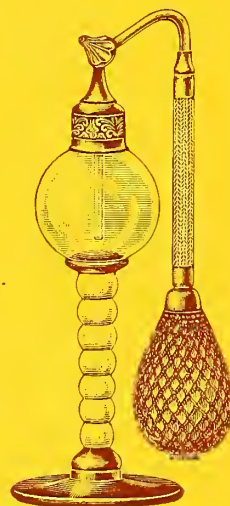
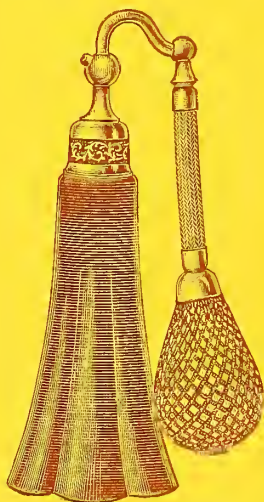
De Vilbiss

GUARANTEED



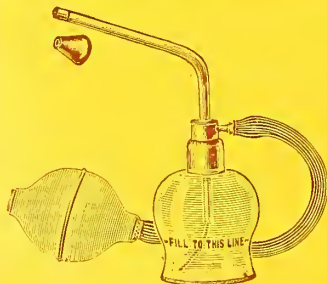
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PERFUMIZERS



De Vilbiss Sprays are known throughout the world. They are reliable, of sound construction, and absolutely adapted for the purpose for which they are designed.

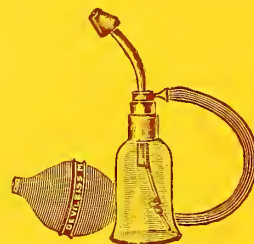
& ATOMIZERS



No. 29

THE DEVILBISS CO. LTD.
WEST DRAYTON
MIDDLESEX

London Showrooms : 27 Old Bond St., W.
Phone : Gerrard 6867



No. 41



THIS ARTISTIC
CUT-OUT SHOWCARD

Printed in 11 Colours—size $22\frac{1}{2}'' \times 12''$

WILL BE SENT TO EVERY CHEMIST CO-OPERATING IN

Saville's **June** *Perfumery*

EASTER WINDOW DISPLAY
CAMPAIGN

This centrepiece—used in conjunction with the additional showcards provided—will make displays of unusual charm and effectiveness.

HAVE YOU TAKEN ADVANTAGE OF THE GENEROUS
BONUS OFFER

IN CONNECTION WITH THIS CAMPAIGN?

HERE ARE THE TERMS:—

DURING THE MONTH OF MARCH WE WILL SUPPLY

13 TO THE DOZEN

on all assorted orders to the minimum value of £5 (bonus only given on complete dozens) received from retailers giving an undertaking to make a **WINDOW DISPLAY** of **June** Perfumery for 2 weeks commencing March 25/29.

SAVILLE PERFUMERY LIMITED

-

WATFORD, Herts.



15,800
DENTISTS
WILL BE RECOMMENDING



AND
REFERRING THEIR CLIENTS TO YOU

ARE YOU HOLDING STOCKS?

SO-IT-IS is thoroughly endorsed by the Dental Profession as an Ideal Preparation for removing STAINS AND DEPOSITS from Artificial Dentures.

PRICE, GET-UP AND INTENSIVE PROPAGANDA COMPELS A STEADILY- GROWING SALE

ORDERS FOR 1 DOZEN 1/6 SIZE - - @ **12/-** DOZ.
" " 3 " " " - - @ **10/-** "

Orders for 3 Dozen include 1 Display Box and 2 Showcards
" " 6 " " 2 " Boxes " 2 "
" " 12 " " 4 " " " 8 "

SPECIAL BONUS ON ORDERS FOR 6 DOZEN OF 4 × 1/6 TINS
" " " " " 12 " " 12 × 1/6 "

TRIAL SIZE, SELLING @ 6d. PER TIN - - @ **4/-** DOZ.

SAMPLES SUPPLIED WITH ALL ORDERS FOR 1 DOZEN AND UPWARDS

YOUR PROFIT RANGES FROM
44% to 47%

WE ASSIST YOU WITH FREE SAMPLES

— Sole Distributors —

THOS. CHRISTY & CO., 4/12 Old Swan Lane, London, E.C.4

Some Scientific Toilet Products

IN toilet preparations as in medicinal products, quality is of the highest importance. All P., D. & Co., toilet preparations are made with the same care and scientific exactitude as potent therapeutic agents. The ingredients are the best procurable, and every one passes through stringent analytical controls.

Euthymol Vanishing Cream

KNOWN at one time as Euthymol Cold Cream, this greaseless cream has always had an excellent sale. It is exceptional in the delicacy of its perfume, and in every way it is a superior "day cream" that can be recommended with confidence to the most discriminating. A good line to recommend to ladies who use Euthymol Tooth Paste.

M.R.P., 1s. 3d. per tube.
M.W.P., 10s. 2d. net per doz.



'Old-Fashioned' Cold Cream

A "NIGHT CREAM" designed to attract the fastidious and to meet present-day requirements. It is precisely what it claims to be—an old-fashioned cold cream; but careful manufacture has raised it to a height of perfection impossible in the old days. The

cream is smooth, the perfume attractive and the profit good. A line well worth taking an interest in.

M.R.P., 2s. od. per jar. M.W.P., 16s. od. net per doz.

'Dermalac'

AN almond toilet lotion that has many appreciative users. It has a noticeable whitening effect on the skin and is an excellent line to offer to housewives who like to keep their hands in good condition. The fact that only a small quantity need be used at a time is a further selling point. Men buy "Dermalac" as an after-shave lotion. The introduction of a smaller size makes this lotion saleable everywhere.

M.R.P.
1s. 6d. each.
2s. 6d. „

M.W.P.
12s. od. per doz. net.
20s. od. „ „ „



SEND FOR TERMS to
Parke, Davis & Co., Beak St., London, W.1.

"RIVIERA"

SPONGE BAGS
TOILET HOLDALLS
TOURIST COMPANIONS



The NEWEST, BRIGHTEST, BEST-MADE Range in all Styles.

Ask your Wholesaler to show.

SOLPORT
BROTHERS LIMITED

184 to 190 Goswell Road, London, E.C.1

Telegraphic Address: " CRESSWELL, HOLB., LONDON."

Telephone: No. 1432 Holborn.

THE SPONGE HOUSE

INTERNATIONAL SPONGE IMPORTERS, LIMITED,
CRESSWELL BROTHERS BRANCH

Sponge Importers, Exporters and Merchants, and Chamois Leather Dressers,

18 and 19 RED LION SQUARE - - LONDON, W.C.1

WITH THE LARGEST STOCKS OF ALL SPONGES IMPORTED DIRECT BY US FROM THE FISHERIES AT LOWEST PRICES.

WE INVITE COMPETITION.

UNBLEACHED MEDITERRANEAN SPONGES in Original Cases.

THE CONTENTS OF THE FOLLOWING CASES WILL BE PRESSED-PACKED AND SENT POST FREE TO COLONIAL AND FOREIGN BUYERS WITHIN THE RADIUS OF PARCELS POST.



HONEYCOMB.

Extra Choice.
Finest Texture
and Shape.
The Pick of all
the Fisheries.

Pieces in Case.	Average Price per Piece.
300 Toilet at	9d.
250 " "	1/-
200 " "	1/6
160 " "	2/-
140 " "	2/6
120 " "	3/-
100 " "	3/6
90 Medium Bath	4/6
80 " "	5/6
72 " "	6/6
60 " "	7/6
45 Large	8/6
30 " "	10/6
24 " "	12/6

HONEYCOMB.

Toilet & Bath.

Good 2nd
Quality.

Pieces in Case.	Average Price per Piece.
180 at	9d.
170 " "	1/-
160 " "	1/2
160 " "	1/6
150 " "	1/9
140 " "	2/-
120 " "	2/6
110 " "	3/6
90 " "	3/6
80 " "	4/-
75 " "	4/6
70 " "	5/-
65 " "	5/6
60 " "	6/6

HONEYCOMB

3rd Shape.
Toilet and Bath.

Largest Sponges
obtainable at the
prices.

Pieces in Case.	Average Price per Piece.
250 at	6d.
200 " "	8d.
180 " "	9d.
160 " "	1/-
140 " "	1/3
120 " "	1/6
100 " "	1/9
90 " "	2/-
80 " "	2/6
60 " "	3/-
45 " "	4/6
30 " "	5/-

FINE TURKEY

CUPS.

1st Quality.
PICKED SHAPES.

Pieces in Case.	Average Price per Piece.
Toilet Selected	300 at 1/-
" "	250 " 1/3
" "	200 " 1/6
" "	175 " 1/9
" "	150 " 2/-
" "	140 " 2/6
" "	100 " 3/-
" "	90 " 3/6
" "	80 " 4/-
" "	70 " 4/6
" "	60 " 5/-
" "	50 " 6/-
Bath Selected	45 " 6/6
" "	40 " 7/6

FINE TURKEY

SOLIDS.

SELECTED
SHAPES.

Pieces in Case.	Average Price per Piece.
1st Quality.	
Nursery	200 at 1/-
Toilet	150 " 1/6
" "	100 " 1/9
" "	100 " 2/-
" "	80 " 2/6
Bath	50 " 3/-
" "	36 " 4/-
" "	24 " 5/-



LOUSE GOODS DEPARTMENT.

SPONGES IN SMALL PACKAGES Fine Turkey, Fine Egyptian and Honeycomb. In 1st, 2nd and 3rd Qualities, Bleached or unbleached (state which in ordering). On strings of 1 dozen pieces, or loose in bags. At per doz.: 2s., 3s., 4s., 6s., 9s., 12s., 15s., 18s., 24s., 30s., 36s., 42s., 48s., 54s., 60s., 68s., 72s. Bleached Cuban. At per String or Dozen. Wool, Grass, Yellow and Fine. 1s., 2s., 3s., 4s., 6s., 9s., 12s., 15s., 18s., 24s.

CARDED AND BOXED SPONGES



SERIES A : Honeycomb Sponges.

No.	Pieces on card.	Per gross.
1 1d. Retail	12	8/-
2 2d. " "	12	16/-
3 3d. " "	12	24/-
4 4d. " "	12	32/-
6 6d. " "	6	48/-
9 9d. " "	6	72/-
12 1/- " "	6	96/-
18 1/6 " "	6	144/-
24 2/- " "	6	192/-
30 2/6 " "	6	240/-

SERIES C : Grass Sponges.

No.	Pieces on card.	Per gross.
1 1d. Retail	12	7/6
2 2d. " "	12	15/-
3 3d. " "	12	22/6
4 4d. " "	12	30/-
6 6d. " "	6	45/-
9 9d. " "	6	67/6
12 1/- " "	6	90/-

SERIES B : Turkey Sponges.

No.	Pieces on card.	Per gross.
1 1d. Retail	12	8/-
2 2d. " "	12	16/-
3 3d. " "	12	24/-
4 4d. " "	12	32/-
6 6d. " "	6	48/-
9 9d. " "	6	72/-
12 1/- " "	6	96/-
18 1/6 " "	6	144/-
24 2/- " "	6	192/-
30 2/6 " "	6	240/-

SERIES E : Velvet Sponges.

No.	Pieces on card.	Per gross.
1 1d. Retail	12	7/6
2 2d. " "	12	15/-
3 3d. " "	12	22/6
4 4d. " "	12	30/-
6 6d. " "	6	45/-
9 9d. " "	6	67/6
12 1/- " "	6	90/-



SELECTED FINE CUBAN. For Nursery and Toilet Uses.

AA Round Solids, containing 24 pieces	2/- per box
A " " " "	2/- " "
B " " " "	3/- " "
C " " " "	4/6 " "
D " " " "	6/- " "
E1 " " " "	8/- " "
E2 " " " "	12/- " "
E3 " " " "	8/- " "

SPECIAL LINE CHEAP CUBAN.

Half forms, large sponge for money.

HC 1 Half Shapes, 8 dozen in box	12/- per box
" 2 " " " "	12/6 " "
" 3 " " " "	10/6 " "

NEW FINE ANCLOTE.

For Toilet and Bath, exquisitely soft, very durable.

No. 20 Containing 36 pieces, uniform size	9/- per box
" 21 " " " "	8/- " "
" 22 " " " "	12/- " "
" 23 " " " "	18/- " "
" 24 " " " "	24/- " "

NEW ANCLOTE HONEYCOMB. Velvet Quality. Very soft and durable for Toilet and Domestic Use.

01 Large for money, 36 pieces	9/- per box
02 " " " "	8/- " "
03 " " " "	12/- " "
04 " " " "	18/- " "
05 " " " "	12/- " "



FOR HEALTH & BEAUTY OF FORM & FEATURE

The Punkt Roller



**ITS OUTSTANDING
SUCCESS CONTINUES**

These striking original plaster cast models are indeed "Helping Hands." If the function of a display item is to rivet attention to a shop window, these are indeed the perfect display models. One will be sent to you free for every six Standard and/or Popular Models included in your first order.

Fixed Minimum Selling Prices

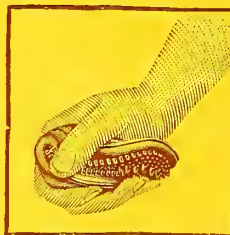
Standard Model	25/-
Popular	„ 19/6
Face	„ 7/6

SUBSTANTIAL PROFITS.

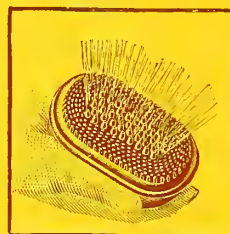
*Artistic Display Material
and Booklets.*

*Your Wholesaler can
supply.*

The Punkt Friction Spray



Squeeze together.
Immerse in water and
release pressure.



Spray, obtained by
squeezing.

**ATTRACTIVE SHOWCARDS
AVAILABLE.**

**CLEANSES. MASSAGES. SPRAYS.
THE SPONGE SUPERSEDED.**

**A WELCOME ADDITION TO THE BATH.
THE IDEAL SPRAY FOR SHAMPOOING AT HOME.**

FIXED MINIMUM RETAIL PRICE

5/- net.

Issued in Attractive Outers.

Distinctive Showcards.

PROFIT 33½ on Selling Price.

FROM ALL WHOLESALE HOUSES.

Punkt Products Dépôt

**41 GREAT TOWER STREET
LONDON, E.C.3**

Telegrams :
Punktrole, Phone, London



REGISTERED DESIGNS

SALESMANSHIP!

CREATE
DEMAND
BY
DESIRE
TO
POSSESS

The Secret of Salesmanship is revealed in the Individuality of your Glass Container. The Pillar of Success is the Appeal Created by Distinctive Originality of the Container.

The Thought, Care and Expense devoted to your products is rewarded when the "Desire to Possess" them is created by a wise Selection of Attractive Glass Containers.

I.B.C. Containers have initiative charm—the first contact with your customers. Let them assist your Salesmen.

..... ASK FOR OUR SPECIAL DESIGNS

The International Bottle Co. Ltd.

*48 Fore Street,
London, E.C.2*

Telephones :
LONDON WALL
6060 and 6061

Telegrams :
AUTREFOIS
LONDON

Potter & Clarke Ltd.

60/64 ARTILLERY LANE, LONDON, E.1

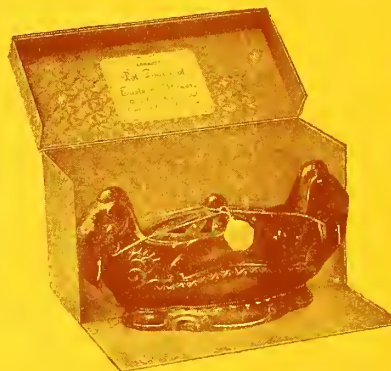
Phone: Bishopsgate 4761. Grams: "Horehound, Phone."
and at 24 LUNA STREET, GT. ANCOATS, MANCHESTER
Phone: City 6048. Grams: "Horehound, Manchester."



The Tall Vase



The Lantern Jar



The Elephant Jar

Three examples from our wide range

POT POURRI

a most attractive and saleable selection of Jars. Full particulars sent on application.



ARNAUD'S
PERFUMERY
Exclusive but inexpensive.

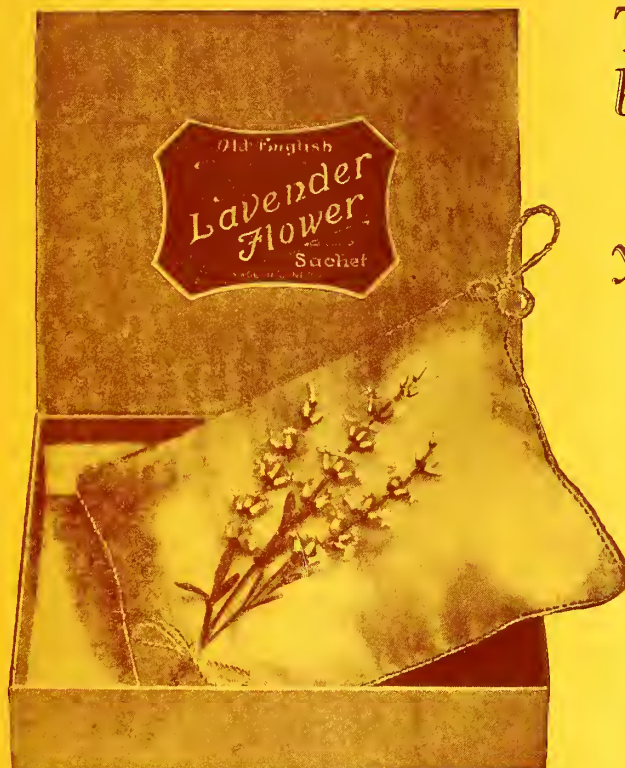
*We invite enquiries
from those interested
in Export Trade.
Special Terms. Safe Packing.
A wide range of Perfumery and Toilet
Preparations available.*

Lavender Water
Bath Crystals
Compressed Lavender

Potter & Clarke, Ltd.

60/64 ARTILLERY LANE, LONDON, E.1

Phone: Bishopsgate 4761. Grams: "Horehound, Phone."
and at 24 LUNA STREET, QT. ANCOATS, MANCHESTER
Phone: City 6048. Grams: "Horehound, Manchester."



The most
beautiful
SACHET
yet produced

The bag is made of silk, edged with gilt cord, the cord forming a loop for hanging among clothes in the wardrobe.

EACH SACHET IN HANDSOME BOX

Sachet Flowers in Bulk
Lavender Flowers in Bulk

BATH CRYSTALS

*in a great variety
of Packings*

LAVENDER. EAU DE COLOGNE. VERBENA.
GOLDEN GORSE. MILLEFLEUR. COAL TAR.
JUNE ROSES. FLORA MACDONALD.



BOURJOIS

Paris

announce that in response to the strong recommendations of the Trade, a new size of "Ashes of Roses" Perfume, to sell at 2/6, has been introduced and is now available in the very choice packing illustrated below.

For the moment stocks are limited, but all orders will be taken in strict rotation, and every effort is being made to keep pace with the demand.

Ashes of Roses

BOURJOIS — PARIS

2/6

How to Order —

No. 1184 TER, 20/- doz.

Also "Ashes of Violets"

No. 1185 TER, 20/- doz.



★ Our advertising campaign is bigger and better than ever. ★

A. BOURJOIS et CIE., Ltd., 4, Water Lane, Blackfriars, LONDON, E.C.4
PARIS NEW YORK SYDNEY WELLINGTON

BOURJOIS

Paris

also announce that full stocks of the Introductory Set of "Ashes of Roses" Night Cream, Vanishing Cream and Face Powder are now available.

The dainty attractiveness and practical usefulness of this Set appeals to the feminine mind, and the fact that *three toilet essentials can be secured for 1/6*, is a strong inducement to purchase.

Immense as the sales of "Ashes of Roses" Face Powder and Vanishing Cream are, this Set will undoubtedly lead to big increases, and the comparatively new "Ashes of Roses" Night Cream, which has been such a great success, will be given further publicity. To hesitate is to let business go by—ORDER NOW!

Ashes of Roses

BOURJOIS — PARIS

1/6

How to Order

No. 2792

Retail Price : 1/6

Trade Price 12/- doz.

This is not available
in "Ashes of Violets."



★ Our advertising campaign is bigger and better than ever. ★

A. BOURJOIS et CIE., Ltd., 4, Water Lane, Blackfriars, LONDON, E.C.4
PARIS NEW YORK SYDNEY WELLINGTON

HERE REPRODUCED IN MINIATURE ARE SOME OF THE GAL ADVERTISEMENTS NOW APPEARING

GAL Soap that is a Cream
of beauty, the most delicate and most effective
trite them
grish
ch

GAL - delicate cream-like cleansing
GAL - delicate cream-like cleansing
GAL - delicate cream-like cleansing

GAL TOILET SOAP
GAL TOILET SOAP
GAL TOILET SOAP

PERFUMERIA GAL + MADRID
PERFUMERIA GAL + MADRID
PERFUMERIA GAL + MADRID

GAL TOILET SOAP
GAL TOILET SOAP
GAL TOILET SOAP

GAL TOILET SOAP
GAL TOILET SOAP
GAL TOILET SOAP

GAL

TOILET SOAP

Nationally Advertised

TRADE TERMS.—Gal Toilet Soap retails at 1/- per tablet, and 2/6 per box of three. The price to you is 11/- per dozen tablets less 33 1/3% discount. These prices are protected by the P.A.T.A.

Order through your usual wholesaler and ask for Display material.

THE story of Gal—beauty soap of Spain—is being told to every woman in England by means of large spaces in the **DAILY SKETCH** and **DAILY MIRROR**, and full pages in colour, and black and white in the following journals:—*Woman, Good Housekeeping, Woman's Journal, Bystander, Nash's Magazine, Eve, Punch, Vogue, Sketch, Tatler, Lady, Queen, Graphic, Sphere.* Show Gal and you'll sell it. Take your profits from the many thousands we are spending to bring you business.

You get **39%** PROFIT ON
TURNOVER
(single tablet sales)

PERFUMERIA GAL (LONDON) LTD., 76 STRAND, W.C.2

Service Advertising

F.S. 246

Farina Madonna
THE
EAU DE
COLOGNE
PAR EXCELLENCE



Guaranteed to be distilled and bottled in Cologne from the formula of the Distiller's forefathers.

Advertised to the Public who are advised to look for the Gold Triangle—a Showcard 12" x 12" which we supply you with other Show Material, Dummies, etc., for Window Displays

1 oz. Uprights, P.A.T.A.	2/6	4 oz. Uprights, P.A.T.A.	8/6
2 oz. „ „	4/6	8 oz. „ „	16/6
1 oz. Flats „	2/6	$\frac{1}{2}$ Pint (Re-puted) Wickers „	12/6
2 oz. „ „	4/6	1 „ „ „ „	25/-

DETAILED LIST ON APPLICATION.

SOAP.—Madonna Soap. 3 Tabs. in box, 4/-.

Wholesale Terms ; less 25% on above P.A.T.A. Prices.

Orders of £7 10s. selling value subject to additional 7½%.

FARINA
MADONNA

Johann Maria Farina
zur Madonna
Köln.

SOLE DISTRIBUTORS
JOHANN MARIA FARINA ZUR MADONNA
 (LONDON) LTD.
 23 Nutford Place, W.1

Telephone: PADDINGTON 2472.
 Telegrams: "EAUPAREXEL," BAKER, LONDON.

*If its
Customers
you want*

you should stock

PETAL DUST

the wonderful quick-selling line, which commands the largest sale of any article of its kind the world over.

- 1. **PETAL DUST** is the sweetest and most lasting of all natural flower perfumes, in **Sachet** form, and being unique in its combination, is the favourite of all classes
- 2. **PETAL DUST**, when once shewn, creates its own demand, and is therefore a valuable adjunct to every "go-ahead" store.
- 3. **ECONOMY** is being practised at the present time in every walk of life, but the public realise that in **Petal Dust**, when placed about the Boudoir, Wardrobe, Linen Press, and in every receptacle where clothing is stored, they have a genuine **Household Necessity** offered to them at a price well within the reach of all.
- 4. **PETAL DUST**, when displayed prominently upon your counter, will attract prudent customers by the fragrance of its unique odour, which to-day is of such universal admiration.



Retails in packets at 4d. and 8d. each.

Attractive Advertising matter sent on request.

Supplied through all the usual Distributing Houses.

Produced only by

THE ROSMARINE MANUFACTURING COMPANY,
LONDON, S.E.1.

ABIETSAN

PROPRIETARIES

ARE KNOWN AND
RECOMMENDED BY
THE MEDICAL
PROFESSION.

**ABIETSAN
PROPRIETARIES**

are ready sellers through-
out the year and show a
very handsome margin
of profit.

GENEROUS BONUS TERMS for
Window and Counter Display.

**ABIETSAN PINE NEEDLE OIL
BATH ESSENCE (U.K. Patent)**
28/- doz. Retailing at 3/6.

**ABIETSAN MEDICATED AND
SUPERFATTED SOAPS**

PINE NEEDLE OIL SOAP
BATH SIZE. 6/- doz. Retailing
9d. tablet or 4/3 box of six tablets.
TOILET SIZE. 4/- doz. Retailing
6d. tablet or 1/6 box of three tablets.

WHITE BIRCH TAR SOAP
Toilet size only, in three-tablet boxes.
6/- doz. Retailing 9d. tablet.

PINE TAR SOAP
Toilet size only, in three-tablet boxes.
4/8 doz. Retailing 7d. tablet.

Obtainable from all Wholesalers or direct.

CAPTURED FRAGRANCES
COLOGNE FOR BATH AND TOILET

Duty Free Spirit, not Iso-Propyl Alcohol.
4-oz. 12/- doz. 8-oz. 20/- doz. 16-oz. 36/- doz.
(See Illustration below.)

ALSO AN EXCEPTIONAL RANGE OF
HAIR CULTURE AND TOILET LOTIONS.

Every item included in the **CAPTURED FRAGRANCES** Series is Delightfully Fragrant, and all Prices are competitive.

They are put up in the same pack as **COLOGNE** for Bath and **TOILET**, are wrapped in transparent cellulose and unrivalled for quality and presentation.

THEY SELL AT SIGHT.

Samples and Price List gladly sent on request.

Special Packs and Terms for Export and Shippers.

THE ABIETSAN MFG. CO., LIMITED,

Concordia Works,
Managers St., London, E.14.
Telephone : East 4150.

SEND US YOUR NEXT ENQUIRY





Floral Toilet Soap

Scented in six charming perfumes :

Violet :: Rose :: Carnation (*Œillet*)
 Chypre :: Lavender :: Fern (*Fougere*)



This TOILET SOAP is prepared from the finest raw materials and is of that superlative quality for which French toilet soaps are famous.

The Soap is part of the CHERAMY series of which the FLORAL EAU DE COLOGNE has become so popular.

Packed in artistic and colourful DISPLAY BOXES of one dozen tablets : two each perfume.

EACH tablet wrapped in cellophane. To retail at, per tablet 8d.

The Wholesale Price, i.e., 4s. 10d. per dozen,
shows the unusual profit on Soap of 40%.

Complete Price List on Application

PARFUMERIES DE PARIS, LTD.
ACTON, LONDON, W.3

R. DEMUTH'S UNIQUE SPECIALITIES



IODURUM SOLIDIFIED ALCOHOLIC SOLUTION OF IODINE

An entirely new production possessing all the therapeutic properties of Iodine in undiminished strength and efficacy.

RETAIL 2/- P.A.T.A.

Your customers will appreciate this clean, simple, ready-to-hand form. No liquid to spill. No painting on. Applied lightly or freely as desired.

FOR SURGICAL AND FIRST AID USE IN THE HOME, GARAGE, SPORTS FIELD, &c.

ANALAX



The Ideal Laxative, 2s. 3d. P.A.T.A., 21/- doz.

RISICCOL

Demuth's Castor Oil Powd r.
ALL OTHER MEDICINAL OILS IN POWDER

MUTHOL

is (the Original) Paraffin Liquid B.P. in solid emulsion form.
IN ALL FLAVOURS. PACKED IN JARS.

R. Demuth's Laboratories

R. DEMUTH'S PERFUMERY SPECIALITIES OF DISTINCTION



ACTUAL
SIZE OF
STANDARD
PACKING.

Frozoclone

REGD.

THE ORIGINAL
SOLID EAU DE COLOGNE

You will meet many imitations, but trial will demonstrate the superiority of "Frozoclone."

RETAILS at - 3/6 & 1/10 (P.A.T.A.)

WHOLESALE - 32/- & 16/- dozen

ARTISTIC SHOW BOX FOR DISPLAY SENT ON RECEIPT
OF APPLICATION.

SOLID LAVENDER WATER

In Wedgwood Blue Frosted Bottles.

Sizes and Prices as "Frozoclone."



The Elegant Nail Polish.
1/9 P.A.T.A., per doz. 15/-

HARMOZAN

Effervescent Pine
Needle Extract.

BATH SQUARES

Quite distinctive.



An elegant presentation of Pine Bath
home treatment.

P.A.T.A. 6 squares 2/-; per doz. 16/-

„ 12 „ 3/9; „ „ 30/-

68 Salusbury Rd., and Montrose Avenue
N.W.6

TOILET PREPARATIONS

UNEQUALLED FOR VALUE IN BRILLIANTINES,
DRY SHAMPOOS, LOTIONS, FACE CREAMS, Etc.

JULES FRÈRES LIME CREAM AND GLYCERINE

THE BEST LINE EVER OFFERED TO THE TRADE

CAMEO SERIES



EQUALLY SATISFACTORY
IN THE HOTTEST OR
COLDEST CLIMATE

PRICES:

3 oz. Bottles	-	-	3/9	per doz.
4 oz. „	-	-	4/3	„
6 oz. „	-	-	5/6	„
8 oz. „	-	-	6/6	„

SEND FOR
ILLUSTRATED CATALOGUE

ECINOS SERIES



JULES FRÈRES LTD.

(Sole Agents: P. H. GALLOWAY, LTD.)

WALWORTH ROAD, LONDON, S.E.17

Nine Million, Seven Hundred and Twenty Thousand Women

will actually have our advertisements in their hands throughout March — April — and May, during the period of our Intensive Advertising.

This Campaign will create an immediate and extensive demand for:—

“POPPCEA” Vanishing Cream



Selling
at **6^D** per
tube

One dozen	4/-
Six dozen	24/-
plus 6 Tubes free.	
Twelve dozen	48/-
plus 12 Tubes free and a special discount of 5%.	
All orders carriage paid.	

We have every indication that this line will enjoy a ready and steadily increasing sale. Every dealer who has seen it recognises in it one of those attractive quick-selling lines that help to build up his trading profit.

Don't wait for our travellers to call—

ORDER NOW

During the Campaign every tube carton will contain a free sample booklet of Papier Poudré.

Sole Manufacturers:

PAPIER POUDRÉ Ltd.,

46 BAKER STREET, LONDON, W.1

OR FROM ANY OF THE LEADING WHOLESALEERS.

Myosotis



DISTINGUISHED

Val Fleuri

An exquisite perfume of subtle appeal
—its description is indefinable.

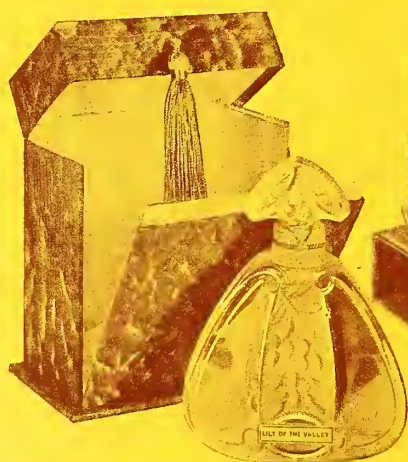
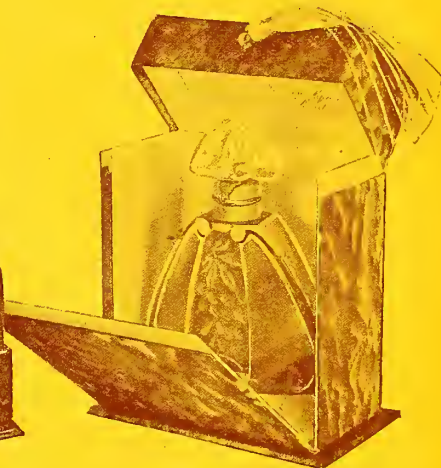
In original black cut crystal bottles
each contained in a beautiful shrine.

3 GUINEAS

Gardenia

A perfume of distinctive charm
and soft reflecting fragrance.
Packed in two sizes as illustrated
above.

Crystal bottle, in large leather
box with tassel . . price £1 5s.
Small size, as illustrated
price 12/6



Lilas

LILY OF THE VALLEY.
MERVEILLEUSE. WALLFLOWER.

Four popular perfumes in the
Myosotis range, each with the
delightful fresh fragrance that has
been associated with these per-
fumes for many years.

Crystal bottle in large leather box
with tassel . . price 1 guinea
Smaller size as illustr. price 10/6

Myosotis

Myosotis

7 HANOVER SQUARE
LONDON W.1

*Myosotis***PERFUMERY***for exclusive buyers.**Myosotis***TOILET CREAMS**

have won enthusiastic
reception from all the
leading and discrim-
inating experts.

LEMON CREAM**LAVENDER
SKIN FOOD****FOUNDATION
CREAM**

each perfect in its class.



We invite enquiries
either by correspondence
or by personal call.

*Myosotis*

7 HANOVER SQUARE
LONDON W.1

Myosotis

"Darting Advertising"

MILLIONS OF THE PUBLIC

PARCEL No. 1 contains:—
 2 dozen (Med.) Tubes .. 7½d.
 1 do. (Large) do. .. 1/3
 Costs you 19/-. Your profit 11/-.

PARCEL No. 2 contains:—
 1 dozen (Med.) Tubes .. 7½d.
 1 do. (Large) do. .. 1/3
 1 do. Lanoline Soap 7d. tablet
 Costs you 18/9. Your profit 10/9.
 Established over Half a Century.

60%
BONUS OFFER

ORDER AT ONCE.

DON'T MISS THIS SPECIAL OFFER.

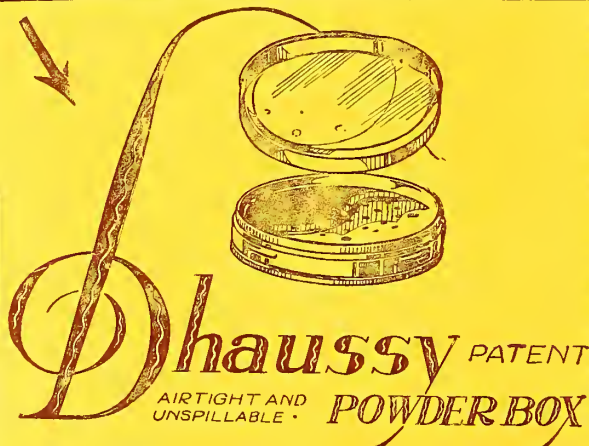
BERNERS PROPRIETARIES LIMITED, 33 Berners Street, Oxford Street, LONDON, W.1

are **READING** our **ADVTs. DAILY**

FILL THIS UP NOW
 and send to us or your wholesaler.
 Messrs.

Please supply me with **BONUS**
Parcel No. 1} "DARTING"
" " 2} PRODUCTS

(Together with Show Material) as advertised in
 the "Chemist and Druggist," March 2, 1929.



Far Superior to any form of compact.
 Can be filled with any make of loose
 Powder. Fitted with Sifter. Box airtight.

FREE GIFT 1 doz. "Milady
 Decollette" Safety
 Razor Sets with
 every order for one dozen Powder boxes.

Dhaussy Powder Boxes Trade 25/- per doz.
Retail 3/-

ORDER TO-DAY THROUGH USUAL WHOLESALER OR DIRECT

DHAUSSY POWDER BOX CO., LTD. 66 HATTON GDN.
 LONDON, E.C.1.

Phone: Holborn 1182.



1/9 Boxes 27/9 per box
 Ten 1/9 Boxes 27/3 "
 50 Boxes and upwards 26/10 per box
 Fully Illustrated List on application.

DURHAM DUPLEX	...	...	1/6 per packet
CLEMAK	...	...	1/8 "
7 O'CLOCK	...	...	16/8 per box
MYATT	...	...	9/3 "
WANIE	...	...	19/- "
SOUPLEX (English)	...	...	8/6 "
SPIKUSON	...	...	9/3 "
NIESO	...	...	8/- (15 dozen)
AMO (3 packets bonus)	...	...	22/3 "
ECLIPSE	...	...

"DARWIN" BLADES to fit Gillette, Valet, Auto and
 Ever-Ready ... 29/3 per box
 "ROLLS" RAZORS, 2x/- Model 14/4; 27/6 Model 19/10

VALET BLADES	-	-	-	-	36/- box
3 Box Lots	72	Packets	...	...	34/3 "
2/6 Valet	99	Razors	...	...	22/- "
"	3 doz. lots	...	...	...	20/6 "

EVER-READY BLADES in 5's, 26/6 Box.

ALCO CLIPPERS, 0000	...	...	...	26/- doz.
" BOB "	...	...	...	24/- "
" BOB "	...	...	...	20/- "

PEARL PROPHYLACTIC TOOTH BRUSHES, 8/6 dozen
 GOOD LINE SHAVING BRUSHES (French) 8/- per doz.
 YVETT SUPERIOR STROPPER ... 18/6 per doz.

Coty's, Yardley's, Piver, Tokalon, Colgate's, &c.

ALFRED FRANKS & CO. 12 Bartlett's Blds.
 LONDON, E.C.4.



"Mists *(of the)* Moon"

the latest Perfumery
Success of the House of

Cussons'

In "Mists of the Moon" we offer a
suite of toilet luxuries which includes
perfume, soap, powders, creams, bath
salts, shampoo powders, lipstick, etc.

This new series of exquisite
creations is rapidly making
many friends at home and
abroad.

*Write now for prices
and full particulars
to the manufacturers.*

Cussons

KERSAL VALE, MANCHESTER



Cabinet is 12½ inches high, and its base 4½" x 6½". Combs are mounted on gold background and under glass. Stoutly made and well-finished. Enquiries solicited from Buying Agents.

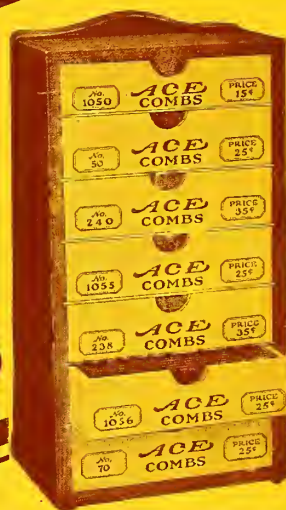
YOU SPEND
45'6

AND MAKE
38'6
CLEAR PROFIT

HERE'S the most profitable line in combs you could stock! There are seven styles of "ACE" Combs, each with case. The ingenious show-case (as illustrated) is free with first order. It contains, in drawers behind, seven dozen combs besides free show samples in front. These come to you at 6½d. each, 45/6 the lot, and 5% cash discount. You can sell them at 1/- each — nearly 100% profit. Send for a case to-day. It will start earning money the moment you put it on your counter!

ON THESE FINE QUALITY
ACE COMBS

Direct from : American Hard Rubber Co. (Britain), Ltd., 13a Fore Street, E.C.



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You just slip them on the bottle — that's all!

The "Viskap" is the quickest as well as the neatest of all capping methods. You simply slip the wet "Viskap" over the bottle neck and leave it to dry. That's all! As it dries it fits tightly and takes the shape of the cork, stopper or sprinkler.

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The "Viskap" is a perfect hermetic seal that is air-tight, grease-proof, spirit-tight and odourless. It is ready for use when you receive it.

Obtainable in white or colours, either opaque or transparent.

"Viskap" is British to the Backbone.

Make your bottles look
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HERMETIC SELF-FIXING
BOTTLE CAPS

The Viscose Development Co., Ltd.
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'CAPS THE LOT.'



FOR BIG SALES AT EASTER AND THE TWO WEEKS BEFORE THE WONDERFUL FOUR-PIECE 1/- "WEEK-ENDER" VANITY CASE

Nationally advertised Women everywhere will want it



NOW there comes—timed to the minute for Easter demand—and the last word in modern get up and modern contents—the "Week-end" Vanity Case. Everything *New* and everything right. For example, from Paris only two weeks ago came the wonderful Powder, delicately scented with the clean, fresh and delightful Ku-Bist Perfume "No. 7."

Then, in addition, the box contains a full sized tube of Ku-Bist Vanishing Cream, the best you or your customers have ever found, a tube of Ku-Bist Skin Food and a tube of Ku-Bist Cold Cream, each we are prepared to guarantee the most perfect of its kind, and each packed in typically Parisian manner.

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Ku-Bist is the last word in toilet creations. Show the "Week-end" and whatever other Ku-Bist creations you have. They will sell, for the value is the greatest you can ever have been able to offer.

These big Ads. in Daily Mirror and Daily Sketch

as well as other
women's papers
will sell all
you care
to buy

SAMPLE
"WEEK-END"
8d. POST FREE



PRICES :

After-Shave Cream . . . Brilliantine
Toilet Paraffin . . . Violet Oil
Jasmine Oil . . . Hair Fixative
Cocanut Oil, Dry and Pine Tar
Shampoos . . . Wave Setting Lotion

1/- (3 oz.) bottles - - - 9/- per dozen
1/9 (6 oz.) " - - - 13/6

POWDERS, in 4 shades

2/-, 18/- per dozen 3/6, 27/- per dozen

CREAMS, Cold and Vanishing

6d. tubes, 4/- per dozen 1/6 jars, 12/- per dozen

SKIN FOOD,

9d. tubes, 6/- per dozen 2/- jars, 16/- per dozen

Less quantity discounts.

1/- "WEEK-END" TRIAL BOXES,

up to 3 dozen, 8/6 up to 6 dozen, 8/3 over 6 dozen, 8/-

SAMPLE "WEEK-END" 8d. POST FREE

Enclose Trade Card, please.

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Ku-Bist Sales Dept., LEEDS.



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SILVERINE

Insoluble

Transparent Paper

WHITE, COLOURED, EMBOSSED, PRINTED.
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*The Ideal Wrapping for
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EITHER COLOURLESS or COLOURED TO HARMONISE
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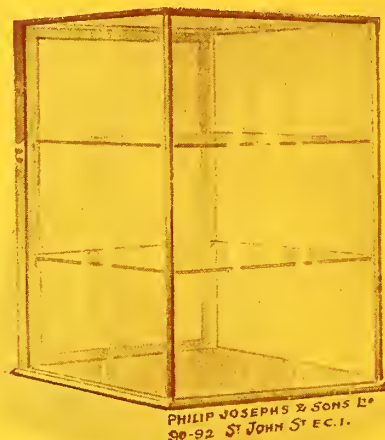
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THEY LET THEIR CON-
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CLEAN, BEING DUST-
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THEM FOR YOURSELVES

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Century."*

Philip Josephs & Sons, Ltd.

Established in 1826.

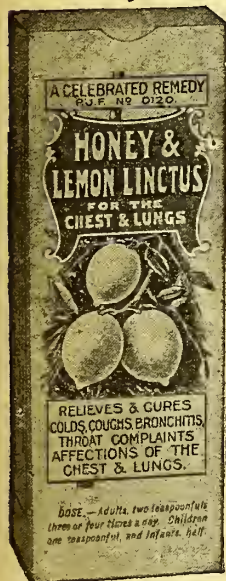
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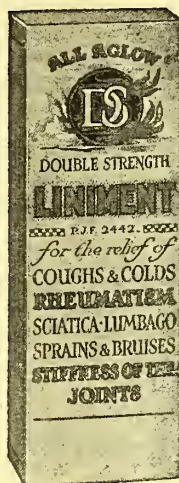
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The celebrated Cough Remedy. A very attractive and palatable combination.

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QUININE WINE AND CORDIAL



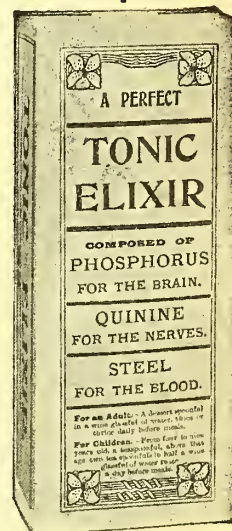
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Double Strength LINIMENT "ALL AGLOW"

Oils of Camphor and Amber, with Capsici and other Rubrifacients.

Nicely Cartoned 3 oz. Mexicans.



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"FLEET" QUALITY is Sheffield's Finest.
Every Edge Triple-Tested and Guaranteed.

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AT A
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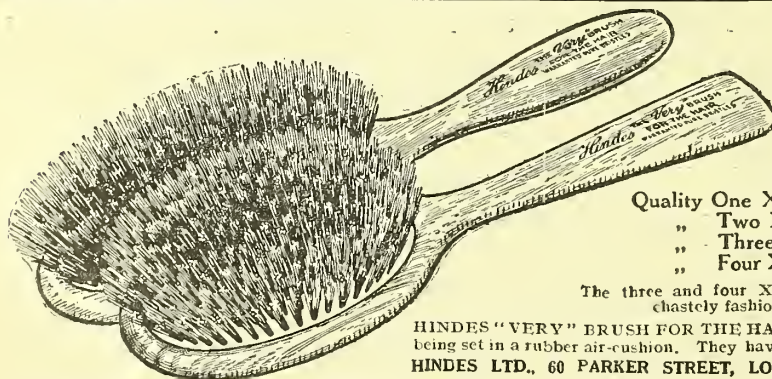
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HAIR BRUSH

Quality One X	Sold at 7/6d. each.	TRADE PRICE 33½%
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The three and four XXXX grade is made in Ebony or Rosewood,
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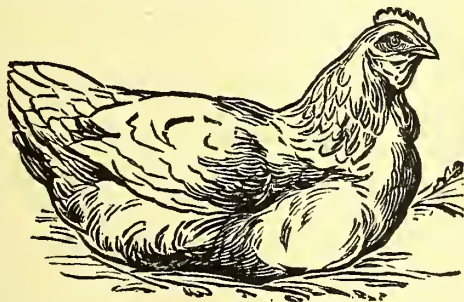
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TO US. WE ARE THE LARGEST PACKERS BEST
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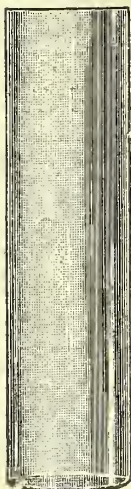
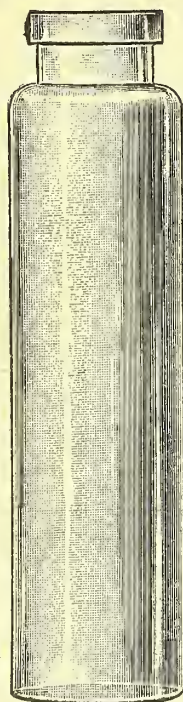
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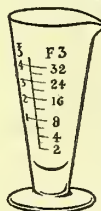
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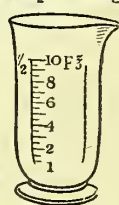
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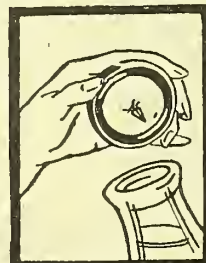
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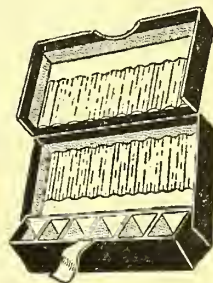
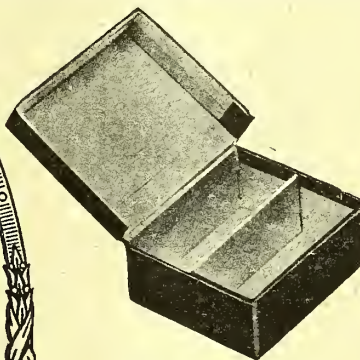
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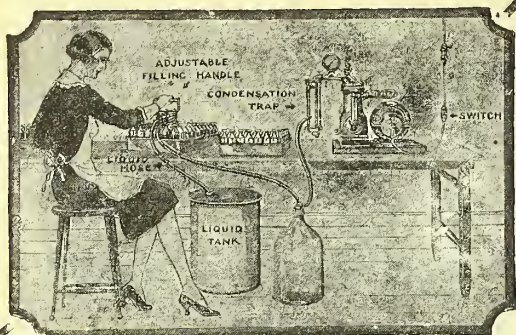
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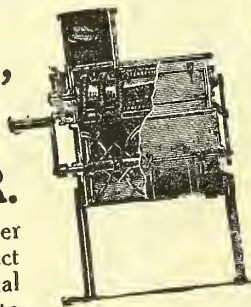
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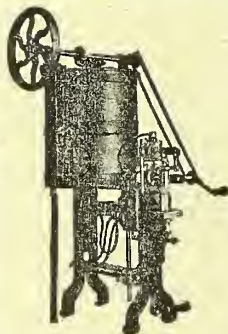
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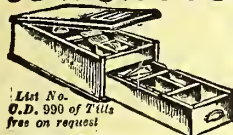
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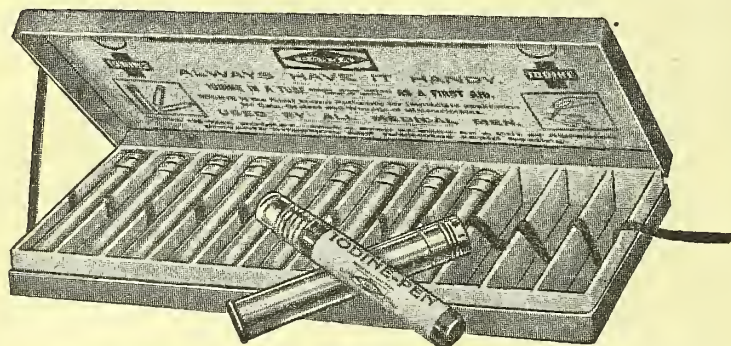
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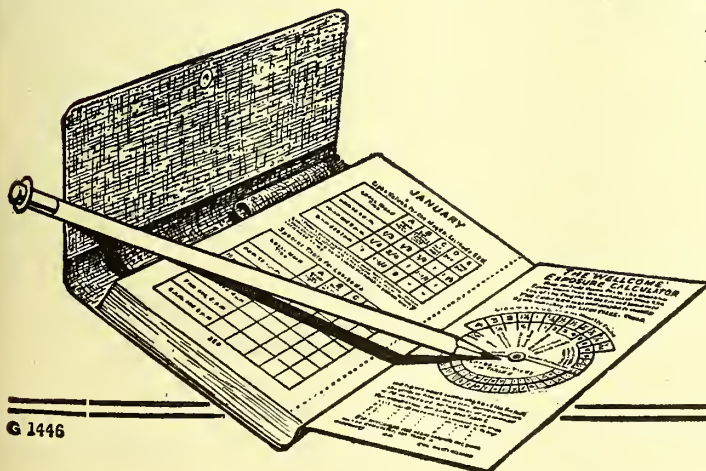
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Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Wednesday, March 13

Pharmaceutical Society of Great Britain, Manchester, Salford and District Branch, Council Chamber, Houldsworth Hall, Deansgate, at 8.30 p.m. Joint meeting with Manchester Pharmaceutical Association. Mr. J. P. Gilmour on "Some Lights and Shadows of a Life in Pharmacy."

Birmingham Pharmaceutical Association, Imperial Hotel, Temple Street, at 6.45 for 7 p.m. Annual dinner and dance. Single tickets 8s. 6d., double 16s. each.

Thursday, March 14

West Ham and District Association of Pharmacists, Church Institute, 27 Romford Road, at 2.45 p.m. Annual meeting.

LONDON CHEMISTS' GOLFING SOCIETY.—The annual dinner and dance will be held at the Great Central Hotel, N.W.1, on March 21. Reception at 6.30 p.m. Tickets 12s. 6d. each, from Mr. D. J. Parry, 27 Old Bond Street, W.1.

English and Welsh News

The Editor will be obliged if subscribers will send him marked copies of newspapers containing items of interest for insertion in this or other news sections.

Merchandise Marks Act, 1926

The Report of the Standing Committee on their inquiry under Section 2, Subsection 1 of the Act respecting rubber manufactures has just been issued at 3d. per copy from H.M. Stationery Office. The articles dealt with include gloves, surgical goods, rubber-proofed piece goods (hospital sheeting), bathing caps, combs, corks and sponges. It is recommended that an Order in Council should be made.

A separate report dealing with elastic and articles made therefrom is published at 2d. per copy.

Approved Societies Discuss National Health Insurance

The National Federation of Employees' Approved Societies discussed, at its annual meeting and dinner held in London on March 5, the present position of the National Health Insurance. The president (Mr. H. Lesser) expressed the view that, having regard to the important place which National Health Insurance had taken in the health services of the country, industry might have asked that the Government grant should be increased. A motion was carried condemning any pooling of approved societies' surpluses. Mr. J. E. Hilton (Boots' Health Insurance Society) said that after sixteen years of health insurance there was to-day more sickness than before. The population had drunk millions of gallons of drugs, prescribed by medical men and sold by chemists, and were no better off. He was inclined to think that dental treatment at the moment was a horse that was being ridden to death. The same could be said of optical treatment. Speaking at the dinner, the Deputy Controller of Health Insurance (Mr. E. Hackforth) said that nearly £2,250,000 per annum was being expended in drugs, and during 1928 nearly 65,000,000 Insurance prescriptions were dispensed. During last year over £4,000,000 was expended on dental and ophthalmic treatment, nursing services, and treatment in hospitals and convalescent homes. In 1928 over 1,000,000 persons secured dental benefit under the Act. It was obvious that a resurvey of the dental benefit scheme was necessary, and the names of the members of the new Dental Council which the Minister was setting up for that purpose would be announced in a few days. Sir Arthur Stanley, chairman of the Red Cross Society, spoke of the steps which had been taken to set up a central clinic in London for the early treatment of rheumatism.

Inquests

An inquest was held recently at Burnley on the body of Frank Winston Hebden, a member of a firm of motor and cycle agents, who was found dying in the grounds of Victoria Hospital. Mr. Harry Whalley, chemist and druggist, Briercliffe Road, said that a young man had asked for a small bottle of lysol, for which witness charged him 10½d. The bottle was in a carton. Before handing the carton to him witness stamped it with his own name and address, as required by the Act. A verdict of "Suicide whilst of unsound mind" was given.

At Deptford, on March 5, an inquest was held on the body of Mrs. Louisa Dadson, a labourer's wife, who died in the Bermondsey and Rotherhithe Hospital. Dr. Harkness, the medical superintendent of the hospital, said, in reply to the coroner, that Mrs. Dadson was given injections by five persons, four of whom were probationary nurses. The injections included digitalin and anti-streptococcus serum. The coroner said he understood some of the relatives were greatly dissatisfied with the hospital treatment. A woman asked, "Was it a mistake that killed my sister?" Dr. Harkness: I cannot say that. The woman: There was no sign of blood-poisoning when she entered the hospital. The Coroner: Why should not such injections be given by medical men? Witness: It would not always be practicable because they are given at all hours. These probationers are being trained and they must have a certain amount of experience to learn their duty. The night sister has

the whole stock of injections and deals them out one at a time to the nurses. The Coroner: These drugs are very dangerous. It does not seem right that alkaloids like digitalin and morphia should be given by probationers in the middle of the night. I know there are probationers and probationers, but they have not passed their final examination, and yet you let them pour poison into people. Here we have a woman who dies from blood poisoning following injections into her arm. How do you know that each nurse gave the injection in the proper way? Witness: It is impossible to say which injection—if any—was responsible. The coroner found that death was due to septicæmia, following the injection of drugs into the arm, as a treatment for heart disease, by probationary nurses, and recorded a verdict of "Accidental death."

Birmingham

Influenza is so severe locally that a maternity home has been opened as an emergency hospital for children suffering from pneumonia.

The annual whist drive of the Birmingham Pharmaceutical Association was held on February 20, and was very successful. Mrs. E. W. Mann and Mrs. F. Smith presented the prizes to the following successful competitors:—Mrs. Buckingham, Mrs. E. Fellows, Miss Parkman, Miss Kerkhoff, and Mrs. Chance: Mr. F. Mousley, Mr. C. J. Hill, Mr. Buckingham, Mr. J. W. J. Morris, and Mr. Holding. Mr. T. H. Foden (president) welcomed the visitors, and expressed the thanks of the Association to the following donors of prizes:—Southall Brothers & Barclay, Ltd., Mrs. Mann, and Messrs. Berry, Callow, Marshall and F. Smith.

Miscellaneous

WINE LICENCES GRANTED.—In addition to those previously mentioned, the following chemists have been granted wine off-licences at the recent local Brewster sessions:—Mr. J. H. Fairhurst, Chorley; Mr. A. J. Hall, Maidenhead; Mr. C. H. James, Bath.

IN THE COURTS.—At Northampton, on March 2, Alexander Robertson, french polisher, was committed for trial on charges of attempting to murder two men by administering oxalic acid. An analyst stated that a sample of tea submitted to him contained 89.5 gr. of oxalic acid. A medical witness was of opinion that this quantity, divided between two persons, would not have been fatal.

STAFF FUNCTION.—The staff of Duck & Son, chemists, Cardiff, held their annual dance on February 27, at the Royal Hotel. The function was a great success owing to the perfect arrangements carried out by Messrs. D. E. Williams, F. L. John and S. A. Mayes. Several novel competitions were introduced, and dancing was kept on until 2 a.m. to the strains of the Carlton Band, augmented by the Embassy Six Band. Mr. W. G. Duck presented the prizes, which included the gifts of several wholesale friends. Messrs. Williams and Mayes acted as M.C.s.

Scottish News

Glasgow

Mr. W. Pattison, chemist and druggist, has taken over the business of the late Mr. W. D. Gellatly, Albert Road, Pollokshields, Glasgow.

A whist drive, under the auspices of the Glasgow Pharmacy Club, was held in the Highlanders' Institute, Elmbank Street, on February 26. There was a large attendance, and after tea had been served an excellent programme of song and story was sustained by Mr. Harris, violinist; Mr. W. Scott, baritone; Mr. J. Paterson, elocutionist; and Miss Wilson, contralto, with Miss Cullen as accompanist. Mr. James Abbott presided, and the prizes were presented to the winners by Mrs. W. J. Moffat, as follows:—*Ladies*: (1) Mrs. Jeffrey, (2) Mrs. Stewart, (3) Miss L. C. Wilson. *Gentlemen*: (1) Mr. W. Jamieson, (2) Mr. A. Scott, (3) Mr. D. Hogg. A cordial vote of thanks was accorded the artists and Mr. A. Scott, who was responsible for the organisation of the musical programme.

Irish News

Pharmaceutical Society of Ireland

The latest dates for making application for April examinations are:—Thursday, March 21, Preliminary examination; Tuesday, March 26, Registered Druggist examination; Wednesday, March 27, Pharmaceutical Licence examination; Tuesday, April 2, Pharmaceutical Assistant examination.

Brevities

Councillor Samuel McLoughlin, Ph.C., has been elected chairman of the Maternity and Child Welfare Committee of the Belfast Corporation.

Among those who laid the foundation stone at the new Bloomfield Congregational Church, Belfast, on March 2, was Mr. J. Carroll Culbert, Ph.C.

At the meeting of the Derry Guardians the clerk reported that samples of medicines from the dispensaries had been condemned by the analyst, one from the Waterside Dispensary because it contained an unnecessary excess of alcohol. He had sent a copy of the analyst's report to the contractors, and they had replaced one of the drugs which was deficient in strychnine. In the case of the alcohol, which was for external use, the compounder and medical officer were both satisfied with the drug, and stated it was not necessary to have it replaced.

The first annual meeting of the Dublin Branch of the Photographic Dealers' Association was held on February 26. After a review of recent events by Mr. John Smith, M.P.S.I. (chairman), who presided, tributes were paid to his activities in connection with the formation of the Branch by Mr. J. Mason, Dr. J. A. Walsh and Mr. J. J. Roche. Mr. Mason said that there were 175 members of the Association in the Free State. Mr. Smith wanted him to be chairman of the Branch, but he said that as by far the greatest portion of the turnover in photographic goods was in the hands of pharmaceutical chemists, it was only right that the chairman of the branch should be a pharmaceutical chemist.

British Pharmaceutical Conference

PREPARATIONS for the forthcoming British Pharmaceutical Conference, which, as is now well known, will be held in Dublin on June 24-28 inclusive, after an interval of twenty-eight years, are rapidly forging ahead. The Local Executive Committee appear to be very energetic in bringing members of the trade together at various social functions, and among those arranged for the near future are:—Mrs. V. E. Hanna, secretary of the ladies' committee, is giving a musical concert at her own residence, 65 Lansdowne Road, Dublin, on March 8; on March 16 (St. Patrick's Eve), a Cinderella dance will be held in the Metropole Ballroom, Lower O'Connell Street, Dublin; on April 19, the entertainments committee have arranged a grand fancy dress carnival at the Plaza Ballroom. Already prizes to the value of £50 have been offered. To assist the Conference further, the Irish Chemists' Golfing Society is arranging "a smoker" at Wynn's Hotel on April 3.

A very large attendance at the Conference is promised, many bookings having already taken place, and with the object of making this visit as comfortable as possible the Local Executive Committee have already reserved 582 beds in the leading Dublin hotels. The Committee wishes it to be known that intending visitors should apply immediately to the Committee for the hotel accommodation they require, and should not book direct, as special terms are available. It is stated that every association in Great Britain has received a circular from the hon. secretary of the Local Executive Committee, pointing out that he would like to know who are travelling from each area, so that they may be grouped together in the same hotel. It is anticipated that the accommodation available will be very heavily taxed, and prospective visitors are therefore requested to act promptly in this matter.

Retail Pharmacists' Union

MEETINGS of the Executives of the Retail Pharmacists' Union and Chemists' Defence Association, were held at 4/5 Queen Square, London, W.C.1, on February 26, Mr. J. E. French in the chair.

NATIONAL HEALTH INSURANCE

The representatives on the Distribution Committee reported that the final determination of the chemists' central fund for the year 1928 amounted to £1,927,275, while the amount payable to chemists on the basis of the drug tariff for the year was £1,885,869. The accounts for 1928 could therefore be paid in full, and in addition there was a surplus of £41,406, equal to 4.15 per cent. of the dispensing fees for the year. The amounts discounted monthly during the year totalled £95,751, and the sum actually paid was, therefore, £1,790,118. The distribution Committee had decided to distribute the bonus of 4.15 per cent. with the final payments for 1928 as a percentage upon the accounts for that year. In regard to the current year, it had been decided to pay 90 per cent. of the dispensing fees for the first four months subject to an emergency meeting of the Committee being called should the influenza epidemic seriously disturb the position in regard to the drug fund.

PHARMACY WEEK

The marketing and Trade Prices Committee considered the arrangements to be made in regard to holding a national pharmacy week. It was decided, if possible, to arrange for the pharmacy week to be held in October.

BILLS IN PARLIAMENT

The Executive considered the Shops Bill, which is before the House of Commons, in regard to how it would affect the chemists. It was decided to ask that the exemption in the First Schedule regarding the sale of medicines and medical and surgical appliances include also any article required in the case of illness. It was also decided to ask, in regard to the exempted hours permitted by the Second Schedule, that for the chemist the hours 6 p.m. to 8 p.m. be added. The Bill to amend the Shops Act (Hours of Employment) was also considered, and the Executive decided that steps should be taken to oppose the Bill, or to get exemption for chemists.

A DISPENSING SCHEME

The secretary reported that 1,808 prescriptions had been dispensed by chemists during January in connection with the contract entered into by the R.P.U. with the South Metropolitan Gas Co.'s co-partnership committee.

LIMITATION OF APPRENTICES

The question of the limitation of apprentices was before the Executive. The following resolution was adopted:—"That the Council of the Pharmaceutical Society be asked to consider the desirability of controlling the number of entrants into pharmacy."

C.D.A. Matters

The secretary reported that there were fourteen cases outstanding since the last meeting. There had been no development in regard to four of these cases, of which three might be considered closed. Seven of the cases had been settled as follows:—(1) Skin trouble caused by xylonite spectacles supplied by member. Claim settled by payment of £3 3s. (2) Ear drum pierced during syringing. Claim settled by payment of solicitor's fee 10s. (3) Wrong eye-ointment supplied. Claim settled by payment of £9 5s. (4) Camphorated oil supplied in place of olive oil. Claim settled by payment of £25 2s. (5) Illness caused by medicine supplied by member. Claim settled by payment of £1 2s. 3d. (6) Car damaged by cycling errand-boy. Claim settled by payment of £2 10s. (7) Injury to boy's foot caused by oxygen cylinder falling from shop cycle. Claim settled by payment of £5.

Three new cases had arisen during the month, of which one claim in respect of wrong mixture supplied, had been settled by a payment of £12 2s.

The secretary reported that a member had been defended in respect of a summons under the Sale of Food and Drugs Acts arising out of the sale of borax. The

member had been fined £2, including costs. Two cases under the Shops Act had been defended. In one case the member had been fined 5s. for keeping open the shop after 8 p.m., and in the other case the member had been fined 2s. 6d. for selling ginger wine essence after closing time. The secretary reported that an appeal was to be made against the decision in one of these cases.

Branch Meetings

Southampton.—A meeting of the Branch of the Retail Pharmacists' Union was held on February 28, Mr. H. Jewell in the chair. The chairman, in his opening remarks, thanked the members for their message of sympathy in his recent illness, and introduced the speaker, Mr. H. W. Harrie, treasurer of the Commercial Travelers' Benefit Society. Mr. Harrie, speaking in support of the Chemists' Sickness and Provident Society, recently instituted by the R.P.U., outlined the benefits derived under the Holloway scheme of insurance, and strongly recommended all chemists to insure against sickness with their own company. Questions were asked and answered, and a vote of thanks was proposed by Mr. Atkinson. It was decided to hold the annual general meeting on April 10 at 3 p.m.

Drug-Tariff Amendment

AFTER consultation with the Retail Pharmacists' Union, the Minister of Health has decided to alter the Drug Tariff in the following respects:—

ALTERATIONS TAKING EFFECT ON MARCH 1, 1929

(1) *Chlorodyne*.—Chlorodynum B.P.C. will be deleted from the tariff. On and after March 1, 1929, the term "chlorodyne" used in a prescription without qualification should be interpreted by the chemist to mean tinct. chlorof. et morph. B.P. 1885.

(2) *Thyroid Tablets*.—All strengths of tab. thyroid. sicc. will be deleted from the tariff. Tab. thyroid gland gr. $\frac{1}{2}$, 1 and 3 will be added thereto.

(3) *Lin. Aconiti Co.*—Lin. aconiti co. B.P.C. (meth.) will be deleted from the tariff and lin. aconiti co. of the following formula will be added thereto:—Lin. aconiti meth., lin. bellad. meth., lin. chlorof., aa. partes aequales.

(4) *Ung. Acid. Boric. Flav.*—The formula for this ointment will be as follows:—Pulv. ac. boric. gr. 48, paraff. moll. flav. ad gr. 480. Attention is drawn to an alteration in the strength of boric acid in ung. acid. boric. flav. The quantity of boric acid in 480 gr. of the ointment is 48 gr. and not 60 gr. as indicated in the notice already given through the medium of the January issue of the drug tariff.

ALTERATIONS TAKING EFFECT ON JULY 1, 1929

(1) *Linct. Diamorph.*—Linct. diamorph. B.P.C. will be deleted from the tariff and linct. diamorph. of the following formula will be added thereto:—Diamorph. hydrochlor. B.P. gr. $\frac{2}{3}$, glycerin. B.P. μ 120, aq. ad μ 480.

(2) *Lin. Album.*—Lin. album B.P.C. will be deleted from the tariff and lin. album of the following formula will be added thereto:—Liq. ammon. fort. B.P. μ 60, ol. terebinth. rect. B.P. μ 60, ol. gossypii sem. B.P.C. ad μ 480.

(3) *Lin. Methyl Salicyl.*—Lin. methyl salicyl. B.P.C. will be deleted from the tariff and lin. methyl salicyl. of the following formula will be added thereto:—Methyl salicyl. B.P. μ 120, liq. calcis B.P. μ 180, ol. gossypii sem. B.P.C. ad μ 480.

(4) *Ung. Calamina.*—Ung. calaminae B.P. 1885 will be deleted from the tariff and ung. calaminae of the following formula will be added thereto:—Calamin. prep. B.P.C. gr. 80, aq. μ 60, paraff. mol. flav. ad gr. 480.

(5) *Ung. Iodi Denigrescens.*—Ung. iodi denigrescens B.P.C. will be deleted from the tariff and ung. iodi denigrescens of the following formula will be added thereto:—Iodi B.P. gr. 24, ol. arachis B.P. μ 48, paraff. mol. flav. B.P. ad gr. 480. Rub the iodine with the oil in a warm mortar until solution is effected. Melt the soft paraffin, add to the iodine solution and mix thoroughly. Transfer to an evaporating basin and heat gently on a water bath until complete combination is indicated by the development of a greenish colour.

Legal Reports

Sale of Dutiable Medicines.—At Lambeth Police Court, London, February 27, Ray Horne, Lambeth Road, S.E., was summoned for vending a medicine liable to duty without having a licence, and for vending a medicine liable to duty upon which duty had not been paid. The prosecuting solicitor stated that in October last defendant had a stall in Brixton Market. An officer of Customs and Excise bought a packet of Aspro for 5½d. The defendant had had a licence, but it expired in September. The defendant said she thought her licence lasted for twelve months. Fines amounting to 10s. were imposed.

Calomel Ointment.—At Bow Street Police Court, on March 4, the hearing of the summons against Boutalls, Ltd., chemists, Southampton Row, W.C.1, for selling at their branch shop in Bury Street calomel ointment deficient in mercurous chloride (*C. & D.*, February 23, p. 217), was concluded. Mr. H. Hawkes, for the Holborn Borough Council, said that the portion of the sample analysed by the Council's expert showed a deficiency of 51 per cent. in calomel. The amount of calomel which should be contained in the ointment was 20 per cent., but the borough analyst found 9.8 per cent., and the Government analyst found 10.5 per cent. Mr. H. Glyn-Jones, barrister, who defended, said the defence was not that this was pre-war ointment. The ointment had been supplied by one of the best wholesale druggists, and so confident was the branch manager that he sold it without any question, knowing that it was being obtained for the purpose of analysis. The third part of the sample was found to contain 12 per cent. or more of calomel, and it was thought that possibly the ointment had been allowed to get hot, and that the calomel had partly sunk to the bottom. It was now obvious that the deficiency existed when the ointment was supplied by the wholesalers. The rest of the consignment had been analysed, and part of it was found to be over strength. Messrs. Boutall might have pleaded a warranty, but there were technical difficulties in the way. The magistrate supposed a fine of £5.

Food and Drugs (Adulteration) Act.—At Old Street Police Court, London, on March 5, C. G. Pooley, Khedive Works, Upton Park Road, Forest Gate, E., was summoned by the Bethnal Green Borough Council for selling at Cyprus Street, E., ginger brandy which contained no brandy, and orange and quinine wine which was 95 per cent. deficient in quinine. Mr. W. G. Jenkins, prosecuting, said the proceedings were taken under Section 2 of the Food and Drugs (Adulteration) Act, 1928. Those were the first proceedings under the Act. Mr. Eric Sachs, defending, said their case was that the Silver Bell Non-Alcoholic Wine Co. had been trading in the neighbourhood for fifty years. On the bottle was "Ginger brandy (flavour), superior non-alcoholic," and it was perfectly clear that it was not intended to have any brandy in it. It was perfectly well known that 1s. 9d. a bottle was not the price for the real article. He disputed that there was such a thing as orange and quinine wine in the British Pharmacopœia, and they could not imagine that so little quinine as stated was in their sample. Dr. F. L. Keith, medical officer of health for Bethnal Green, stated there was merely a trace of quinine in the bottle. Cross-examined, the witness said he was aware there was an orange wine and a quinine wine in the B.P., but not an orange and quinine wine. Mr. A. E. Parkes, public analyst, said that in his opinion the liquid was a solution of sugar containing a mere trace of quinine. Mr. Sachs said he pleaded "Guilty" with respect to that particular bottle. The defendant had manufactured that particular quinine wine under his father or alone for the last 50 years. They sold it rather as a beverage than a medicine. They had put in an amount of quinine considerably more than had been found in that particular bottle. The magistrate dismissed the first summons. With respect to the second summons his worship said it was clear that in that particular bottle there was not anything like the quantity of quinine a person might expect to get. He should therefore inflict a penalty of £5, with £2 10s. costs, and on the first summons the Borough Council would have to pay £2 10s. costs.

New Companies and Company News

P.C. means Private Company and **R.O.** Registered Office.

DEES, LTD., is the title of a new company which was formed on January 24, with a view to specialising in crude drugs, particularly senna, gum acacia, oil cake and Sudan produce. This department is under the care of Mr. J. W. Hockley, formerly joint manager of the Sudan-American Produce Co., Ltd.

W. H. LEGAT, LTD. (P.C.).—Capital £10,000. Objects: To acquire from W. H. Legat the business of a manufacturing chemist carried on by him at Cross Axes, 16 St. Georges Street, Bolton, and to carry on the business of consulting analytical, manufacturing, pharmaceutical and general chemists, etc. The subscribers are W. H. Legat and Miss D. F. Legat. **R.O.**: Cross Axes, 16 St. Georges Street, Bolton.

SOUTHALL BROS. & BARCLAY, LTD.—The report for the year ended December 31, 1928, states that the directors have, in accordance with the powers given them by Article 104, transferred £30,000 from the company's internal reserve to the reserve published in the balance sheet. The accounts show that, after providing for income tax, directors' remuneration, depreciation and bad debts, a cash bonus of £4,000 to employees and staff, and £2,300 to pension fund, there is a balance of profit for the year of £64,200 1s. 5d. To this must be added the sum of £15,852 2s. 4d. carried forward, making a total of £80,052 3s. 9d. Out of this has been paid interim dividends on preference shares (£3,250), and on ordinary shares (£6,500), leaving a balance of £70,302 3s. 9d., which the directors recommend should be appropriated as follows:—Second half-year's dividend on preference shares at the rate of 5 per cent. per annum (paid January 1, 1929), £3,250; year's dividend on ordinary shares at the rate of 12½ per cent. per annum, free of tax (less interim dividend of 5 per cent. paid October 1, 1928, free of tax), £9,750; bonus of 1s. 6d. per share on ordinary shares, free of tax, £9,750; to reserve (making that fund £200,000), £30,826 5s. 3d.; balance to be carried forward, £16,725 18s. 6d., making a total of £70,302 3s. 9d. An interim dividend of 5 per cent. (tax free) will be paid on or about October 1, if the result of the first nine months' trading appears to warrant it. Mr. E. W. Mann retires from the board but, being eligible, offers himself for re-election. The directors express their thanks to all those who have assisted in making the business a success in 1928, in the works, warehouses, offices, on the roads at home and abroad.

Business Changes

MR. WILLIAM S. STANNARD, chemist and druggist, Colchester, has removed from 11 Hamilton Road to 8 Maldon Road.

MR. J. E. CLEGG, chemist and druggist, is shortly opening a new pharmacy at London Road, Purbrook, near Southsea.

The Coventry and District Co-operative Society's drug department has opened a branch at Maudslay Road, Coventry, under the management of Mr. L. G. Edwards, chemist and druggist.

The Bath and West of England College of Chemistry and Pharmacy, Cleveland Place, Bath, has been absorbed by the Merchant Venturers' College, Bristol, as the School of Pharmacy of the Merchant Venturers' Technical College. Mr. D. J. Williams, B.Sc., Ph.C., the principal of the Bath College, will be head of the new school of pharmacy.

Gazette

Bankruptcy Acts

RECEIVING ORDER

INGHAM, W. L., 1 The Cross, Street, Somerset, chemist, trading as W. L. Ingham & Son.

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts

Local Reports

ENGLAND AND WALES

Kesteven.—At the annual meeting of the Insurance Committee it was reported that during the year thirteen samples of medicine and appliances obtained from chemists had been tested. All the samples were found to be satisfactory. During 1927 two samples in respect of 1926 were required to be considered by the Pharmaceutical Service Subcommittee. During 1928 40,337 prescriptions were dispensed, at a cost of £1,428, compared with 36,015 in 1927, at a cost of £1,264 11s. 9d. Statistics regarding the Eastern Counties group of Insurance Committees showed that, while 1,700,000 prescriptions were issued in 1917, there were 3,850,000 during 1927, an increase of 126 per cent. The number of insured persons entitled to obtain medicine from chemists (not including doctors' drug capitation lists) was in 1917 630,000, against 900,000 in 1927. The total cost in 1917 was £44,000 (average 0.52s. per prescription), against £136,000 in 1927 (average 0.71s.).

Lancashire.—Statistical data placed before the Lancs. Prescription Bureau showed that for the third quarter of 1928 the prescriptions dispensed numbered 473,849, as compared with 498,586 for the corresponding quarter of 1927. The total cost of ingredients for the two periods was £8,259 and £8,844, and total dispensing fees £8,728 and £9,192. The average cost per prescription was reduced from 8.7d. to 8.6d. The figures are significant in view of the fact that the insured persons for whom doctors prescribe had increased during the two periods from 467,732 in 1927 to 473,744 in 1928. The total cost per insured person decreased from 9.3d. to 8.6d., and the average frequency per person from 1.1 to 1.0. Following a questionnaire to the Ministry by the Blackburn Committee as to whether a Napier stem pessary and a combination fluid pessary could be supplied as part of medical benefit, the Ministry replied that medical benefit was limited to ring pessaries. A further letter from the Oldham Committee intimated that they had circularised their practitioners that "Numol appeared to be a preparation of the nature of a food rather than of a medication."

Leeds.—At a recent meeting of the Insurance Committee it was reported that the Ministry of Health had written suggesting that a fine of £5, recently imposed on a local pharmacist who allowed an apprentice to make up a prescription without supervision, should be reduced, the figure being in excess of the usual penalty in other parts of the country. The youth had made a mistake, giving 4 oz. instead of 8 oz. The Insurance Committee decided to reaffirm the previous decision of the pharmaceutical Committee for the full £5 fine.

Lincolnshire (Holland).—At the meeting, on January 21, of the Insurance Committee, a Gosberton chemist, in applying for alteration of hours for giving prescriptions, asked that the hours applying to Sunday should be cancelled. The matter had been before the Pharmaceutical Committee. The clerk said the time the chemist gave prescriptions at Gosberton at present was from 12.30 to 1 p.m. All other chemists in the district had certain hours. It was agreed that the alteration of hours on week-days and bank holidays should be allowed, but that arrangements should be made with the local medical practitioner at Gosberton for the shop to be opened at a certain time on Sundays, for at least ten minutes. The question was raised of certain ingredients in prescriptions prepared by chemists on the instructions of doctors not being allowed for when remuneration was paid. Instances were quoted. It was agreed that the Ministry of Health should be written to on the subject. The number of prescriptions prepared in Holland from December, 1927, to November, 1928, was 50,493.

Southend-on-Sea.—At the annual meeting of the Insurance Committee, on January 22, it was reported that the chemists had dispensed in their usual efficient manner, and every test had been satisfactory. The number of chemists on the panel is thirty-six.

Stock Exchange Prices

£1 Shares unless otherwise stated	Dec. 31, 1928	Jan. 31, 1929	Feb. 28, 1929
Allen & Hanburys, 7% Prefd. Ord.	21 6	21 0	21 3
Amalg. Dental Co., 8% Prefd. Ord.	21 0	20 9	21 0
Deferred 5s. ..	5 9	6 0	5 10½
Apollinaris and Johannis, Ord. £1 ..	13 9	12 6	12 3
Ayrton, Saunders & Co., 7½% Pref.	15 0	15 0	15 0
Beechams Pills, Deferred ls. shares	5 4½	5 9	5 0
Benger's Food, Ord. ..	38 0	37 0	37 0
Boake (A.), Roberts & Co., 5% Pref. £10	£7	£7	£7
Boots Pure Drug, Ord. ..	138 9	150 0	145 0
Boots Pure Drug, 7% "A" Prefd. Ord.	23 7½	23 7½	23 7½
Boots Cash Chemists (Southern), 6% "A" Pref.	21 7½	21 7½	21 7½
Borax Consol., Defd. Ord. ..	20 3	20 6	19 3
Bovril, 6% Pref. ..	22 9	22 9	22 9
Ord. ..	24 9	25 6	25 9
Defd. ..	40 0	41 6	40 6
British Cyanides, Ord., 2s. shares ..	5 7½	5 3	4 10½
British Drug Houses, The, Ord. ..	23 0	23 9	24 0
British Glues and Chemicals, Ord. ..	4 9	5 0	5 0
8% Pref. ..	18 9	18 0	18 0
British Oil and Cake Mills, Ord. ..	32 0	33 3	33 0
British Oxygen, Ord. ..	32 6	35 6	36 0
British Photo. Indus., 6% Cum. Pref.	15 9	15 6	15 3
Bush (W. J.) & Co., 5% Pref. £5 ..	67 6	65 0	65 0
Cadbury Bros., 6% Pref. ..	25 0	23 6	23 3
Callard, Stewart & Watt, Ord. ..	38 9	38 9	38 9
Crosfield (Joseph) & Sons, 6½% Pref.	21 3	21 6	20 9
Dubarry Perfumery, Ord. ls. ..	9 6	9 0	8 9
7½% Pref. ..	20 6	20 6	20 6
Eastman Kodak Com. (no nom. value)	\$187	\$187	\$189
Evans Sons Lescher & Webb, Ord.	3 9	3 9	3 9
6s. 8d. shares	4 9	4 6	4 6
6% cum. part. Pref.	12 6	15 0	15 0
Field (J. C. & J.), Ord. ..	21 0	21 6	21 3
Gossage (William), 6½% Pref. ..	30 0	30 0	33 9
Groat & Co., Ord. ..	16 0	15 0	16 0
Heppells, 7% cum. partic. Pref. ..	1 3	1 4½	1 5
Hodders, Ord. ls. ..	21 0	21 3	21 3
Idris & Co., "A" Ord. ..	47 6	47 6	50 0
Ilford, Ltd., Ord. ..	19 6	20 6	20 0
6% Pref. ..	26 6	26 0	25 6
Imperial Chemical, 7% Pref. ..	39 0	42 0	41 9
Ord. ..	14 3	16 0	14 9
Defd. 10s. ..	10 0	8 9	8 9
Intern. Sponge Importers, 6% Pref.	11 3	11 3	11 0
Kent (G. B.) & Sons, 5½% Pref. ..	71 3	70 0	71 3
Knight (John), 25% Prefd. Ord. ..	11 6	11 6	12 6
Laporte (B.) & Co., Ltd., Ord. ..	22 9	23 3	23 0
Lever Bros., Ltd., 7% Pref. ..	23 0	23 6	23 3
8% Pref. ..	12 6	12 6	12 6
20% Prefd. Ord. 5s. ..	£17	£17½	£17½
Liebig's Ext. of Meat, Ord. £5 ..	12 6	12 6	11 9
Mellin's Food, 6% Pref. ..	180 0	—	—
Mond Nickel Co., Ord. 10s. shares ..	27 9	—	—
7% Cum. Pref. ..	17 0	17 0	17 9
Nathan (Joseph) & Co., 7% Pref. ..	8 0	8 0	8 6
National Drug and Chemical Co. of Canada, 6½% Pref. ..	6 3	6 3	6 3
New Transvaal Chemical Co., 6% Pref.	20 0	20 0	20 0
8% Pref. ..	23 9	23 0	23 0
Salt Union, Ord. ..	47 6	45 0	41 3
Pref. ..	35 0	36 3	36 6
"Sanitas," The, Co., 9% Pref. ..	26 6	26 6	29 6
Sanitas Trust, 10% partic. Pref. ..	24 0	24 9	23 6
Schweppes, Ltd., Ord. ..	32 0	32 6	32 6
Defd. ..	35 9	40 0	38 0
Smith (Stephen) & Co., Ord. 5s. ..	7 9	8 3	8 3
Solidol Chem. Co., Ord. ls. ..	2 6	2 3	1 1½
Southall Bros. & Barclay, Ord. ..	96 0	100 6	107 6
5% Pref. ..	19 6	19 0	19 3
Spratt's Patent, Ord. ..	57 6	60 0	60 9
Stevenson & Howell, 6½% Cum Pref.	20 0	20 0	20 0
Taylor's Cash Chemists (Lon.) ls. Defd.	—	—	2 7½
Taylor's (Cash Chemists) Trust, 7½% Cum. Pref. Ord.	20 9	21 3	20 9
ls. Defd. ..	6 3	6 1½	6 0
United Glass Bottle Man., 6% Mt.	£96	£96	£97
Deb. Stk., £100 ..	11 9	13 9	12 6
Venesta, Ltd., Ord. ..	16 3	17 6	17 6
7% Pref. ..	19 0	19 0	19 0
Veno Drug Co., 8% Pref. ..	95 0	92 6	95 0
Virol, Ltd., Ord. ..	22 6	22 6	22 6
7% Pref. ..	11 3	13 9	12 6
White (A. J.), Ltd., Ord. 10s. ..	21 0	21 4½	20 9
White (Timothy), 7½% Prefd. Ord.	3 6	3 9	3 3
ls. Defd. Ord. ..	20 0	20 0	20 0
Wright, Layman & Umney, 6% Pref.	20 0	20 0	20 0

Festivities

Portsmouth Social Event

A SUCCESSFUL dance was held on February 13 at the Mikado Café, and was organised by a committee representative of the senior and junior section of the Portsmouth Branch of the Pharmaceutical Society. A splendid programme of modern dance music was provided, and prizes were presented to spot waltz winners by Mrs. Darling, who was the recipient of a bouquet decorated with Municipal College colours. Mr. R. Tremlett proved an efficient M.C.

North-East Lancashire's Function

THERE was an attendance of over 250 at the annual social and whist drive in connection with the North-East Lancashire Branch of the Pharmaceutical Society, held at Furness's Rooms, Blackburn, on February 28. The event was voted one of the most successful ever held. The M.C.s for the whist drive were Messrs. Ridley, Bury and A. Lucas, and those for the dance were Messrs. A. Dobson, B. Bracewell, J. E. Isherwood, W. F. Pickup and J. Ridley. Among those present were Mr. Arthur Dobson (chairman of the Branch), Mr. W. H. Lightbown, Mr. J. E. Isherwood, Mr. A. Lucas (president of the Blackburn Chemists' Association), and Mr. S. H. Sidebotham (Accrington).

Lombard Social Club's Evening

THE Lombard Social Club and its many friends spent a most amusing evening on February 20 at their club room in the Lombard Road, when an evening concert was given by an able company of entertainers to an appreciative audience. The hall and stage presented an attractive appearance, decorated as they were with ferns and bunting, and item after item of the programme was loudly applauded. Jay's Black and White Band gave some delightful musical selections, and Mr. Ralph Robson kept his audience laughing. During the interval Mr. Noel Whiffen expressed his regret at the unavoidable absence of their president, Mr. W. George Whiffen, and also Mr. Thomas J. Whiffen. In the course of a few well-chosen remarks he stated that if the social club continued its prosperous course they hoped to repeat their invitation to the assembled company next year. The second half yielded an equal measure of enjoyment, and congratulations are due to the committee and the musical director, Mr. A. G. Bagwell.

Annual Social at Bath

THE annual whist drive and dance in connection with the Bath Branch of the Pharmaceutical Society took place at the Old Red House on February 21, when the gathering of nearly sixty spent a very enjoyable evening. The president (Mr. J. G. H. Hawes) was M.C. for the whist. The winners, who received their prizes from the hands of Mrs. Hawes, were:—*Ladies*: (1) Mrs. A. C. Olds; (2) Mrs. D. A. Evans; consolation, Miss Gibbs. *Gentlemen*: (1) Mr. F. C. Wallace; (2) Miss Irene Ozzard (playing as gentleman); consolation, Mr. Bawn. Supper was served in the rotary room, and before leaving the tables for the dancing the president cordially welcomed members and visitors, and referred to the large number of apologies for absence. These included Mr. T. Rees, Corsham (vice-president), and Mr. D. J. Williams (principal of the Bath and West of England College of Pharmacy). Mr. W. G. C. Adams, on behalf of the visitors, thanked the Society for organising a pleasant evening. The secretary (Mr. W. Cooper, College of Pharmacy) made the arrangements for the party. Mrs. Gage was at the piano, and Mr. W. H. Hallett was M.C.

Halifax Dinner

THE annual dinner of the Halifax and District Branch of the Pharmaceutical Society was held at the Old Cock Hotel on February 28, under the presidency of Mr. P. W. Swire. The proceedings were of an enjoyable character, a diversified programme of music being provided by Messrs. E. Rushworth, Hampson, Taylor, Pickles, Lumb, Dobson and P. W. Swire, with Mr. A. Haigh as accompanist. Mr. W. R. Roberts, secretary, in addition to ably supervising the details of the arrangements, officiated as toastmaster. Mr. H. K. Woodward, proposing

"The Pharmaceutical Society and the Retail Pharmacists' Union," extended to Mr. F. Gladstone Hines and Mr. H. Gilleghan a cordial welcome. He congratulated the Pharmaceutical Society on its progress. As to the R.P.U., it had given them a lot of good advice and considerable help. Whatever faults the P.A.T.A. had, it had been a very material benefit to every chemist in business. He congratulated the R.P.U. on its sickness insurance. Mr. Hines, responding, said the Pharmaceutical Society last year touched the 14,000 mark, which was a great thing for a voluntary body such as theirs. At headquarters there was a tremendous improvement in the internal organisation of affairs. They were trying to see how far the educational standards they had brought into being justified themselves. Instead of encouraging any Government or any Government department to cripple and belittle the functions of the Society, they should set out to enlarge the functions and to secure for the Society control not only over pharmacy, but also over pharmaceutical functions. The D.D.A. gave the Home Office tremendous control, and they must endeavour to secure equal status with the Government department. He would like to see the Society in a position to initiate legislation. Mr. H. Gilleghan, also replying, said his organisation had been in existence eight years, and embraced something like 85 per cent. of the proprietor pharmacists of the country. He emphasised the need for the younger members of the profession to realise their responsibilities and take a keener interest in the work of organisation. The concluding toast, "Our Guests," was proposed by Councillor L. Chambers and responded to by the Mayor of Halifax and Mr. G. C. Crummack (chairman of the Leeds Branch).

Monmouthshire Chemists' Annual Event

THE annual dinner of the Newport Chemists' Association and the Newport and Monmouthshire Branch of the Pharmaceutical Society was held at the Westgate Hotel, Newport, on February 28, the president, Mr. F. E. S. Clarke, in the chair. The principal guests were Mr. Herbert Skinner (president of the Pharmaceutical Society), the Mayor and Mayoress of Newport, Mr. R. G. Clarry (M.P. for Newport), and Mr. Marns (member of the Society's Council). Supporting Mr. and Mrs. Clarke at the top table, in addition, were Mr. Francis Phillips, Alderman Dr. Lloyd Davies and Mrs. Davies, Dr. D. Rocyn Jones, Mr. T. Lewis (principal, Welsh College of Pharmacy) and Mrs. Lewis, Dr. Arnall (Welsh College of Pharmacy), Mr. Loyley (Francis Newbery & Sons, Ltd.) and Mrs. Loyley, Mr. C. C. Giles (past-president) and Mrs. Giles, Mr. A. Bloom (vice-president) and Mrs. Bloom, Mr. C. A. Nyblad (secretary) and Miss E. W. Shelley (asst. secretary). The gathering numbered 149. Mr. Clarke proposed the toast of "The Pharmaceutical Society of Great Britain," and pointed out that the basic principle which had materially benefited the Society was that of the education and specialised training of the vendor was the only safe foundation on which to build Poisons and Pharmacy Acts. Mr. Herbert Skinner responded, and during the course of a very interesting speech, stressed the necessity of pharmacy continuing to have representation in Parliament. Reverting to the chairman's remark concerning Welsh representation on the Council, Mr. Skinner said that if Wales wanted representation sufficiently to work hard to obtain it, undoubtedly they would succeed. At the conclusion of Mr. Skinner's response, Miss E. W. Shelley, the only lady member of the local Association, presented him with a cheque for the Benevolent Fund on behalf of the Association (see p. 305). Mr. Skinner in cordial terms thanked the Association. "Our Visitors" was proposed by Mr. C. C. Giles. Mr. R. Clarry, M.P., responding, said that chemists were nowadays subjected to curious opposition through multiple shops, but in spite of this they displayed their vitality in agitation against the anomalies of payment with regard to Health Insurance Acts. "The Newport Chemists' Association" was proposed by the Mayor. Mr. Badgett suitably responded. At the conclusion of the dinner, community singing was indulged in, conducted by Mr. B. Williams, after which dancing was commenced. The spur tables were presided over by Messrs. B. Evans, B. Williams, Badgett, J. Edwards, Isaacs, and V. R. Evans.

Associations' Winter Session

Aberdeen.—The Aberdeen and District Pharmacists' Golf Club held their annual meeting on February 26. Mr. John Forsyth, captain of the Club, presided. The annual report and the work of the season was gone over and commented upon, and suggestions for the forthcoming season made. The annual match with Dundee for the Cartwright Trophy was arranged to be held at Edzell on the last Wednesday of May. It was agreed to divide up the foursome competition into wholesale and retail sections. The reports of the secretary and the treasurer were given and approved. There was a credit balance. Mr. Forsyth and Mr. McCormack (secretary) were congratulated and thanked for the manner in which they had carried out their duties throughout the year. A special vote of thanks was given to W. Paterson & Sons for placing their office at the disposal of the committee for their meetings. The officials for the year were appointed as follows:—*Captain*, Mr. John Michie; *Vice-Captain*, Mr. M. C. Ross; *Secretary*, Mr. John McCormack, 23 King Street; *Assistant Secretary*, Mr. C. A. Michie; *Treasurer*, Mr. Pat Murray; *Committee*, Messrs. J. Forsyth, W. G. Mitchell, H. Forbes, W. Marshall, A. Booth and W. Thomson.

Edinburgh.—The fifth meeting of the fifty-first session of the Edinburgh Chemists', Assistants' and Apprentices' Association was held at 36 York Place, Edinburgh, on February 27, Miss Margaret McA. Smith (president) in the chair. The chairman called on Mr. Thomas Wilson, Ph.C., a member and former chairman of the Scottish Board of Examiners, to open a discussion on

PHARMACEUTICAL TRAINING

[Abstract]

It is supremely important for the student, at the outset of his career, to be clear upon one point, i.e., that the training imposed upon him is not primarily for the purpose of enabling him to pass examinations, but to fit him for his life-work. Examinations, at the very best, are admittedly imperfect, and the growing tendency is to put emphasis rather on training than passing examinations as the test and proof of the fitness of a student to receive official qualification for his life-work. If I were asked "Are things better than they used to be?" I would reply "Yes and no." In two directions the contrast is very marked. On the one hand, the shop training of apprentices in the old days was incomparably superior as a general rule. On the other hand, the division of the Qualifying examination; the increased and improved facilities for study; the separate curriculum for each part—give the student of to-day an opportunity for sound fundamental training such as was not possible in the old days. Beginning afresh as a registered student, I would study for and pass Part I before apprenticeship. As a rule, an apprentice requires a year or more before he can move about a pharmacy without breaking things. I would be careful in the choice of a school (if I had a choice). Evening classes I would avoid. At this stage, it is not so much salesmanship as sound teaching that is required, and I would not contract for less than a three years' apprenticeship. As has often been stated, the value of the training in a shop consists in jobs being done over and over again until the person attains some sort of proficiency. I would endeavour to build on some systematic basis, and in my notebook I would record work done, experiments made and observations thereon till this practice became second nature. I would cultivate a friendly and familiar acquaintanceship with the British Pharmacopoeia. In botany, go by way of the living plants. In chemistry, get the great sense of law as a basis of science. In chemical analysis, a stubborn mixture of salts is often better exercise and recreation for the mind than Edgar Wallace's latest. In pharmacognosy, I would seek to get together my own set of specimens, with all the interest and opportunity of study which that means. If a thing is worth doing, it is worth doing well. The greatest asset you possess is your own personality, and the impact of that personality will depend largely on your character developed through the training of which we have just spoken.

Mr. John Gilmour said the examiners were pretty well agreed that much of the unsatisfactory work done in the examination room was due to defective early training. In former days the apprentice had opportunities of conducting in the pharmacy operations involving maceration and percolation. Unassimilated information, he would say, was one of the worst features of present-day education. There was a false impression on the part of many students that every question and every problem set was a trap. Mr. John Dall said an apprentice would be wise not to regard as drudgery what every apprentice had to begin with. They should always endeavour to understand the reason for everything they did. By the exercise of common sense, the use of his eyes and the asking of questions an apprentice could acquire a practical knowledge from the very first. Messrs. Blackie, Perrins, Hill, Henderson and Currie also spoke. The photographs in the Young Photographic Exhibition were shown, and it was announced that the prize had been awarded to Mr. Colin Gunn, Ph.C.

Glasgow.—A meeting of the Glasgow and District Branch of the Scottish Pharmaceutical Federation was held on February 20, Mr. W. Peebles (president) presiding. The following matters were under consideration:—Shops Acts, 1912 to 1928—(1) The administration of the Shops Acts in Glasgow. (2) letter to the Home Secretary as to the meaning of the words "so long as the shop is kept open only for such time as is necessary for serving the customer" referred to under paragraph 1 (f) of the first schedule to the Shops (Hours of Closing) Act, 1928, and (3) replies from the Home Office and the Scottish office; wholesale drug houses and B.P. warranty; complaints *re* doctors' shops in Glasgow with unqualified assistants; complaints *re* trading stamps issued to customers by chemists. Reference was made to the fact that Mr. W. Bennett, chemist and druggist, had been the successful candidate at the recent Battersea Bye-election, and to the fact that other three candidates who are retail chemists would stand for Parliament at the forthcoming General Election. Mr. John Keall, a member of the Executive Council of the P.A.T.A., and Mr. McMillen, assistant secretary, were introduced. Mr. Keall then gave an account of the work undertaken by the P.A.T.A. He referred to the campaign by a certain section of the co-operative movement against the P.A.T.A. and the possibility of the campaign being continued in the next Parliament, and stated that every chemist should approach his present and prospective member of Parliament with a view to explaining to them the work of the P.A.T.A., of which they would certainly approve if the true facts were placed before them. Mr. McMillen then addressed the meeting and gave some P.A.T.A. statistics. Mr. Thos. Guthrie (Clydebank) expressed his pleasure in listening to the addresses of Mr. Keall and Mr. McMillen. He expressed the opinion that it was the duty of all to contribute to the Glyn-Jones Memorial Fund. The speakers were asked questions by Messrs. P. M. Duff, M. M. Newall, H. W. Thomas and J. S. Houliston, and replies given.

Public Pharmacists.—A meeting of the Guild of Public Pharmacists was held on February 20 at 17 Bloomsbury Square (by permission of the Pharmaceutical Society). The president (Mr. F. E. Bullen) occupied the chair. The president said that members would join with him in congratulating Mr. F. W. Searle, who had been promoted to be chief pharmacist of St. Bartholomew's Hospital in the place of the late Mr. J. Langford Moore, who had so worthily held that position. Mr. H. A. Mills then gave a talk on *Colour Photography*. Mr. Mills briefly outlined the starch-granule process, illustrating his points by photomicrographs of the slides. He also showed a number of slides demonstrating the false colour representation of ordinary photography, the panchromatic plate, and finally the colour photograph. Many slides, all prepared by Mr. Mills, were exhibited to illustrate the wide range of colour representation. The second portion of the lecture was occupied by a descriptive tour of the Isle of Man in company with Mr. Mills and his colour-photographic apparatus. A vote of thanks to Mr. Mills was proposed by Mr. G. W. Gibson.

Selling Points on Sponges and Loofahs

INCREASING demand for natural sponges is being experienced by pharmacists who are alive to the possibilities in this sphere, and thus a brief description of the industry would seem to be an appropriate topic for a special issue dealing with toilet requisites. The buying of sponges is an interesting task, and can be classed among those arts which come by dint of long experience coupled with keen powers of observation. At the present time wholesalers and retailers are fairly well safeguarded against the accidents which were common not so many years ago, because the marketing of sponges in England has been centralised, and the few important concerns have their reputations at stake, and can generally be relied upon for "a straight deal." These firms have suitable installations and the specialists necessary for this work, so that an atmosphere of confidence has been engendered. It is a peculiarity of the English market that retailers still cling to the erroneous idea that if sponges are not packed in the familiar original cases and smothered in sand, then they are not genuine. The fact is, that sand is really foreign matter in a sponge, and should never be present. If British buyers would accept this fact the price of sponges could be reduced and values brought into line with those on the Continent. For the French market the sponges as brought in by the fishermen are pressed and packed into bales and shipped direct as they are, without bleaching, thus effecting a considerable economy in the cost of freights. The bleaching can be done in our own country, and a change in the outlook by British buyers would bring prices down.

The centre of the world's trade is in London, while a good business is also done from Paris. The sponge trade in England is in the hands of the International Sponge Importers, Ltd., an amalgamation formed in 1903, its business being carried on by means of branches. The chief of these is Cresswell Bros., who carry the largest stocks and own the largest steam-bleaching plant in Europe. Competition in the sponge trade is less acute than in many other industries, and a renewed interest is apparent among buyers who had allowed their turnover to become neglected. The use of a sponge as an everyday toilet article is to be recommended because the pile of the surface enters the pores of the skin and deprives it of the perspiration or other unwanted matter which rests there. We are all familiar with sponges for the bath and nursery, not to mention the numerous surgical uses at hospitals or in dental practice. Sales of sponges for use in the kitchen, for window washing or other household cleaning ought to be larger. Then again, there is the rapidly widening outlet as an indispensable adjunct in the garage. As to uses which are not to be recommended, it may be remembered that the authorities in the City of London

as well as other areas have prohibited the employment of natural sponges by barbers after shaving because of the risk of spreading skin disease.

Buying

Sponge-buying from a reputable house is not a difficult business, though a knowledge of the material is as desirable as with any other stock. The scope for sales, as we have indicated, is very wide, and not a single business should find difficulty in suiting the purse of its *clientèle*. For really high-class trade sponges are still bought in the large original cases of assorted or uniform pieces. Many of us can now recall with pleasure what we as apprentices considered a loathsome task, when, the display case in the front requiring filling, it became necessary to open another case, soak the sponges in water,



VARIOUS PACKAGES INCLUDING THE RECENT WRAPPINGS IN TRANSPARENT PAPER AS SUPPLIED BY CRESSWELL BROS.

wash them thoroughly and then string them up in the back shop to dry. A tip worth mentioning is that red circular gummed tickets for pricing are of little use as they are, but a touch of glue or seccotine makes them adhere perfectly. Sponges which have become soiled by exposure can be restored by washing with soda and hot water. A general rule to work on in pricing is that the more regular and compact the growth the better the sponge, although other factors such as slight defects must also be taken into consideration. On the introduction of the carded sponge, the consumption was greatly increased, the points of advantage being the facility for display and fact that they are ready for sale. The most up-to-date presentation is that having sponges of any value wrapped in transparent paper (such as cellophane) and boxed in partitioned cardboard display outers containing one or two dozen packets. Inside the transparent wrapper it is usual to find a circular ticket on which the hygienic nature of the package is lauded, and a printed statement, pointing out that the sponge is free from sand or shells, appears. Another important

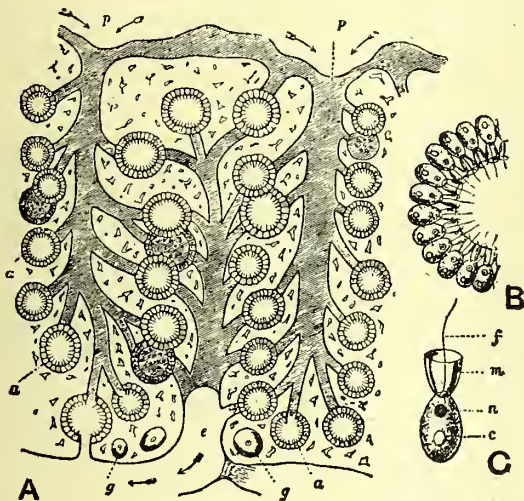
development in packages consists of a free parcel post system to Colonial, foreign or home buyers of certain quantities. The contents of any of the regular cases are press-packed to reduce the bulk, and all that is necessary in order to restore the normal shape and dimensions is to place the sponges under damp cloths for a time.

History and Structure

A peep into ancient literature makes clear the fact that sponge fishing is a very old industry; it was known to the Egyptians, and the Greeks at the height of their civilisation used sponges daily. Aristotle studied the organism, and Biblical reference to a sponge soaked in vinegar is also on record. The sponge of commerce consists of the soft elastic skeletons of an aggregation of minute marine animals, *Spongia officinalis*, N.O. Ceratospongia. This primitive form of life belongs to the Amœba or colony-dwelling animals, and reproduction is accomplished by gemmation. In the course of time little gemmules are formed in the channels, are floated out and attach themselves to rocks, corals or sea plants and gradually grow into adult sponges. The lower part of

Modes of Fishing

Swimming and diving for sponges became such a perfect art among the ancient Greeks that championships existed. In this connection it may be recalled that the divers soon learned that the presence of a school of porpoises denoted the absence of sharks, and so the porpoise came to be regarded as a sacred fish. Sponges occur at depths ranging from three to one hundred fathoms, and the season is generally continuous although restricted in some areas. The principal methods practised to-day are wading, naked diving, harpooning, trawling and machine diving. Each procedure is followed in the Mediterranean, and all except the use of a diving apparatus are in use at the great Bahama fisheries. Wading was probably the first method of sponge-collecting, but with the practical extermination of the sponge in shallow waters it has disappeared as a feature from most places, though continued in outlying districts. The Greeks of the Archipelagos and Syrians still continue the ancient method of naked diving, which demands a marked aquatic prowess. Diving by the use of a lead weight attached to a cord held by a comrade in a boat was a method much favoured in olden times. The sea bottom being reached, the diver gathered what sponges were within his grasp, deposited them in a net bag attached to his body, and was then raised to the surface by the pulling in of the cord. Improvements effected by the experiences of the past are taken advantage of by divers of the present time. This modern naked diving is accomplished by means of shaped stones, and by holding them in certain directions the divers can reach the bottom at the spot where the sponges have been sighted. The acceptance of the diving suit by the fishers has been restricted on account of too numerous fatal accidents at the time of its inception. Even yet numbers of divers are suddenly seized with a paralysis which permanently cripples them. The etiology of this disease is still unknown, opinions differing as to whether it is caused by the pressure exerted by the water on the victim or by the vitiated air he is compelled to breathe while encased in the diving suit. Several governments have at various times prohibited the use of diving apparatus altogether, but accidents are now of less frequent occurrence under proper supervision. Divers wearing suits are now forbidden from diving to a greater depth than fifty metres, and the time that they are allowed to remain under water is fixed according to the depth at which they are working. This is, however, the best method of sponge fishing, as the finest sponges growing at a reasonable depth can thus be selected. The pattern of the diving machine used by the Greeks is practically the same as that of the British Admiralty. It is a costly piece of apparatus, necessitating as it does the employment of a number of men to work the two-handled air pump, the air tube, the life signal lines, etc., required by each diver. A more recent development is the Fernez's breathing apparatus, which is of simple construction and, on account of its



SECTION OF SPONGE SHOWING STRUCTURE

A.—Vertical section of outer layer; p, pores or openings of canals for conducting water which flows to a, sacs; c, canal for expulsion of water; g, early stages of spores. B.—Sac, transversely divided, showing sponge particles with cilia. C.—Sponge particle; f, cilium; m, collar; n, nucleus; c, contractile vesicle.

the colony, which is usually cylindrical in shape, becomes attached to some firm, clean body and is termed "root." The animals grow closely pressed together and their outer walls coalesce, leaving a number of spaces into which the pores from each animal open. In this way there is gradually built up a system of tubes and smaller pores freely communicating with one another, the framework being composed of a horny elastic tissue secreted by the individual units. Nutrient is absorbed from the currents of water flowing through the interior channels, and the glutinous substance is called sarcode. The ideal environment for proper growth is to be found in the tideless waters of the Mediterranean; and this, coupled with the suitable temperature of the waters, will probably make the Eastern shores and islands of that sea the great centre of sponge-growing for all time. In transverse section it can be seen that the structure is multicellular, the fibrous network assuming a definite pattern in each species. Chemically a sponge is largely composed of a protein known as spongin, which is soluble in hot alkalis and mineral acids. The ash contains bromine and iodine. Burnt sponge (*spongia usta*) was once used medicinally and was official in some pharmacopœias.



UNUSUAL LOCATION OF HONEYCOMB SPONGE IN MOUTH OF ANCIENT WINE JAR. FROM MUSEUM OF SPECIMENS AT CRESSWELL BROS.' WAREHOUSE

marked advantages, seems destined gradually to replace the complicated scaphander diving outfit. The Fernez's apparatus combines the benefits of naked diving with the best features of the scaphander suit. This apparatus can be safely operated at any depth up to thirty metres. Harpooning can only be employed when the water is not too deep. The modern harpoon can be lengthened by additional handles, and the number of points varies. A crude sort of water telescope is used in conjunction with this instrument, but as the sponges are frequently torn the produce obtained by this method is less valuable. A net, or gangava, is used for trawling or dredging purposes. The gangava consists of an elongated rectangle, one of the long sides being of wood and the other of iron, three inches in diameter, with a net stretched across. This structure is let down over the stern of the boat and dragged along the bottom of the sea, but it can obviously only be used in places where rocks are absent. In certain areas trawling is prohibited by the authorities on the ground that it prevents normal reproduction. Most of the sponges brought to the Mediterranean market have been obtained with the aid of diving suits or by means of trawling.

Preparation for Market

As brought up from the bed of the sea each skeleton is shrouded by the gelatinous sarcode and covered by a well-defined black membrane. The skin is removed by scraping with a knife, and to render this easier the practice is to leave the sponges lying about on the deck until they have begun to decompose. The gelatinous matter is then washed out in sea water, and the skeletons are dried by hanging from the mast of the boat. In the Mediterranean the centre of the fisheries is Ægina, but divers to-day are obliged to seek in such places as Egypt, Syria, Cyprus, etc. The catch is often brought by the fishing vessels from islands hundreds of miles distant from the port where they are sold to merchants who have dépôts and warehouses throughout the district. For the French market the sponges are pressed into bales and exported as they are, but for the English market a process of preparation is carried out. This entails cleaning from marine impurities such as small pieces of shell, rock or seaweed found adhering to the roots. We have explained that sand never should contaminate a sponge, and it is at this stage that sand appears. The custom is to bury the sponges in the sands on the shores near the port and leave them until putrefaction of the sarcode is complete. This is unnecessary, as all the gelatinous matter can be removed by other methods. Bleaching is really akin to disinfecting, and the method adopted is a guarded secret. Dilute acids are much used by some, while others prefer a method of immersion in a weak solution of potassium permanganate and subsequent treatment with sulphurous acids. The degree of bleaching is determined by the length of time the sponges are left in the chemicals, and thus we have the semi-bleached article favoured for washing motor-cars. To impart a bright colour aniline orange or some other colouring is used in the final washing. The sponges are then trimmed by experts, sorted as to quality and size by experienced

workers and packed in original cases for shipment. Sponges from the West Indies are always brought to England unbleached and in bales; so the fact that bleaching is already undertaken in London for these is definite proof that our own importers can carry out the process as well as the dealers in the Mediterranean.

Regulations

Supplies to meet the growing demand must soon necessitate vigorous measures to conserve the beds of the fisheries. The regulation of sponge fishing has in the past been unfortunately more concerned with the question of revenue for the particular government in whose waters the fishing was carried out than with the actual future of the industry. Local measures are now general, however, although these are not being strictly enforced. Owners of vessels are in favour of more stringent requirements, and it seems probable that we are within sight of some generally adopted regulations. To secure a future generation, the practice of trawling should be prohibited except at depths beyond which no other method is impracticable. It would also be a wise policy to institute a minimum size to prevent the destruction of young sponges, which are commercially of low value. On humanitarian principles it seems advisable to forbid the use of diving suits at depths now considered safe. The restrictions in the West Indies indicate a



VIEW OF A CORNER OF THE STEAM BLEACHERIES AT CRESSWELL BROS.' WAREHOUSE

broader outlook in that field than in the Mediterranean, and close seasons are recognised. Research has been and is being maintained in the questions of artificial culture and transplantation. From the conclusions it would appear that specimens transplanted will not retain their original characters, but it does not follow that they will be inferior. Propagation by means of cuttings has given rise to varied opinions, and hinges on the question of the rate of growth of cuttings against the growth of uncut sponges. Some workers maintain that cuttings are slower in maturing, while the others refute this finding. Maturity as far as growth to a marketable size varies in different species, and covers a period of from three months to one or more years.

Varieties

The finest specimens are known as the fine Turkey or Levant sponge, and are fished from the Mediterranean, which is the chief centre of the trade. Another common variety is the honeycomb (*Hippospongia*) type, which is coarser in texture, and there is also zimocca (*Euspongia zimocca*), which is harder than the others. The varieties

of sponges used in commerce are subdivided to such an extent that only an expert can hope to understand them; but there are a few broad groups into which the others can generally be placed. The Turkey sponge can be either solid or cup-shaped according to the environment in which it has grown; it is to be found, as the name indicates, in the south-eastern portion of the Mediterranean. The zimocca

species is also known as the brown Turkey sponge, and is not nearly so valuable. Honeycomb sponges are much more open in texture, and occur to the west and north of the point at which the fine Turkey are abundant. The elephant's ear sponge is the most rare and the finest procurable, it being a characteristic that both sides are of equal fineness. These are so named because of their shape.

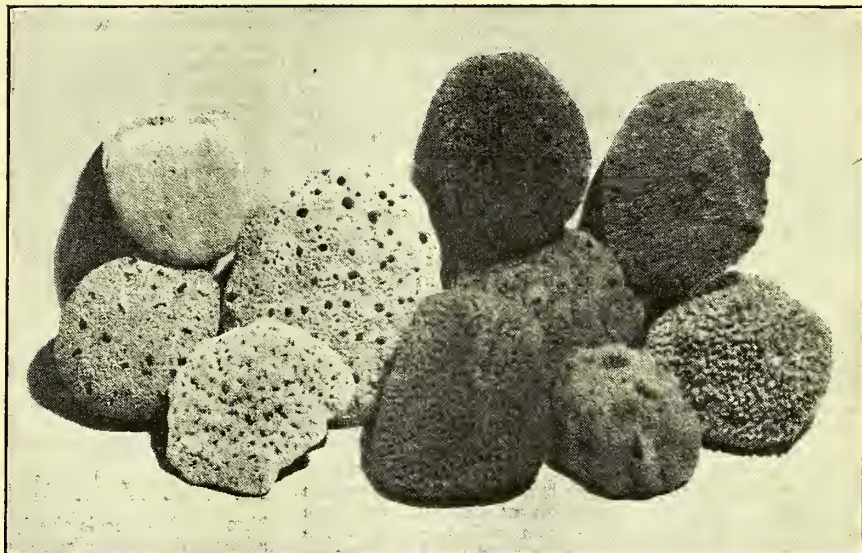
From the Bahamas the following varieties, in their respective order of value, are obtained, but West Indian sponges are not nearly so fine as those from the Mediterranean owing to the action of the tides on the growth:—Wool (*equina gossipina*), velvet (*meandriiformis*), reef (*tubilifera*), hardhead (*dura*), yellow (*colosia*), grass and glove. Sponges from Florida are not numerous in the English market, but those which do arrive are generally grouped as sheepwool, grass or velvet. Statistics of the annual consumption of sponges are not available because there are so many opposing interests at work in the fishing fields.

Rubber and Other Substitutes

The so-called rubber sponge is not a sponge in reality because it does not absorb liquids, nor does it free the skin from foreign matter as the natural sponge does. This is due to the fact that rubber sponges are devoid of capillary attraction. Numerous methods are followed in the manufacture, but these are closely guarded secrets, and makers have even refrained from applying for patents because of the fear of competition. The sum of available information regarding the general process is that specially selected rubber is run into separate moulds and the imitation pores are produced by forcing air or inert gases into the mass. It is believed that the rubber is also subjected to the action of certain chemicals, but the real problem is the forcing out of the gas from apertures in the core of the sponge. We understand that Sorbo sponges contain 95 per cent. of pure rubber. It would really be more accurate to describe this article as sponge rubber, not as a rubber sponge. Wrapping in the cellophane type of paper has been adopted. In its application to the skin a rubber sponge skids over the surface and consequently fails to remove all the matter thrown off by the pores. As long as the sponge is smothered in soap the surface of the skin can be cleansed; but the pile of the unmatched natural sponge has not yet been successfully imitated. Another imitation of the natural sponge, which is not quite so common, consists of finely divided soft leather held together by a flexible adhesive. There are also some adaptations in rubber with the object of holding a quantity of water on a desired spot, and of these the Punkt friction spray is perhaps the most successful.

Loofahs

Probably the cheapest means of applying soap to the skin other than by hand is to be found in the loofah or vegetable sponge. The plant is indigenous to Egypt, as the botanical name *Luffa Egyptica* indicates, and has been most successfully cultivated in Japan, although efforts have also been made to introduce it into India,



GROUP OF VARIETIES ILLUSTRATING THE DIFFERENCES IN TEXTURE

particularly Bengal. The variety grown in Japan is the *Luffa cylindrica*, and the province of Eashu is the chief centre. The plants and fruits resemble cucumbers, but the stems are stronger and woody. Labour is cheap at the source, and loofahs are thus very low in price, although the friction necessary in use is sometimes painful and consequently detracts from their popularity. Growing is carried out by training the plants along rods supported on poles so as to keep the fruits from coming into contact with the ground. When the gourds ripen to a yellowish hue, they are gathered by cutting off at the stems, and are kept in the waters of a running stream for a period of a week or more. The pulp is then pressed out and the seeds in the core also removed, leaving the intertwining fibre which is the skeleton or loofah of commerce. When thorough cleaning has been effected, the loofahs are dried in the fresh air and sorted out according to quality and size. They are then compressed into bales by placing horizontally in the press (length unaltered but girth reduced) and sold to merchants at Hamanatsu. Bales usually weigh about two cwt., and should contain sizes varying by not more than two inches. The farms are owned by very small peasants who only possess a few acres of land, and the entire family is engaged in the handling of loofahs. Planting is usually carried through by April and the harvest is collected in October, giving a November crop of produce. In India the fruit of another variety, *Luffa acutangula*, is cultivated in the Kangra Valley as a food, but from this source the loofah is soft and unsuitable. Another variety produces quite a desirable article of commerce, and the outlet for this loofah seems capable of expansion. The bales are shipped direct to London, and the retailer generally receives his supplies in the pressed state; on placing in hot water the original shape is quickly assumed. Loofahs are chiefly used for the toilet and the bath, either as they exist or in the form of bath straps or flesh gloves. The purpose of their use as shaped soles for wear inside shoes or as bathroom slippers is to keep the feet warm and free from damp. Grease does not adhere to the fibres, and can be readily removed by hot water, so that more uses could reasonably be encouraged.

Synthetic Fixators for Perfumery

By W. A. Poucher, Ph.C.

MODERN perfumes demand a close study of the problem of fixation. Years ago it was customary to rely upon animal extracts such as musk, civet, ambergris and castor. Next followed a return to the ancient uses of gums, resins and oleo-resins, such as myrrh, olibanum, benzoin, storax and tolu. To-day a new type of fixative has found favour, and is the result of chemical synthesis. The choice of fixator will always depend upon the type of perfume being blended, and this is, of course, influenced to a large extent by the essential oils used during the process. For instance, a heavy amber type of perfume will contain patchouli and vetiver, which oils are in themselves excellent fixators, but the permanence of the perfume will be much improved by the judicious additions of laudanum, benzoin and myrrh, together with musk and ambergris. To a large extent the problem is closely associated with that of the boiling points of the constituents of the perfume. Vetiver and santalwood oils have a high boiling point, and in consequence make excellent fixators because of their very slow evaporation, which makes other and lighter constituents less evanescent, and causes the users to say that the perfume "sticks." From time to time the perfumery chemist has to blend perfumes, in which it is difficult to choose a combination of high boiling odorous essential oils because the particular odour note he is preparing would be marred by their use. It may be that it would be equally difficult to rely upon synthetic musk, coumarin or vanillin. With the exception of benzoin, the gum resins may be discarded; and even with the former the question of discoloration in creams may preclude its use. It is here, then, that synthetic chemical fixators find a ready and acceptable application. As a rule the boiling point is well over 200° C., and the substance either has no odour at all, or this is only of a slightly balsamic nature. Examples with boiling points are:—Arosol, 236° C.; resorcinol diacetate 278° C.; ethyl phthalate, 295° C.; butyl phthalate, 312° C.; benzyl benzoate, 323° C.; amyl phthalate, 336° C.; tricresyl phosphate, 430° C.

PARTICULAR EXAMPLES

The types of perfume in which these synthetics are particularly useful are rose, jasmin, narcissus, lavender and cologne, because, being of a light nature, it is difficult to find odorous fixatives which will blend successfully without giving the finished perfume a by-odour that spoils it. To take lavender water and eau de Cologne as specific cases, the former generally contains lavender, bergamot and lemon oils, together with musk, ambergris and concrete orris. On maturing with alcohol these constituents yield the typical light and refreshing perfume sold universally by pharmacists. The perfume, however, is evanescent. Fixatives which at once suggest themselves are patchouli, santalwood, oakmoss, coumarin, tolu, benzoin, storax and Peru balsam. One part of these in a thousand of finished lavender water is readily perceptible to the olfactory nerves, and changes the type to that of an amber lavender. In the case of eau de Cologne, the usual constituents are neroli, petit-grain, lemon, bergamot, lavender and rosemary oils. All these evaporate rapidly and their fragrance is soon lost. If the animal fixators are added the perfume at once becomes an amber cologne. Synthetics which immediately suggest themselves are the ethers of betanaphthol; but unfortunately their odour is harsh, and even one part of them in ten thousand of eau de Cologne spoils the soft fragrance so much appreciated. Here there is a definite use for synthetic fixators, because they hold the perfume without altering it. The solubility and cost of a fixator is of great importance, especially to those manufacturers who use dilute alcohol as a means of cheapening their product, and who, in addition, cannot afford to employ expensive animal extracts. Providing the strength of alcohol lies between 75 and 85 per cent., the question of solubility does not occasion any concern; but if 50 per cent. ethyl alcohol is used, then solubility requires immediate consideration.

Tinctures of gum resins readily cause cloudiness, which can of course be removed by filtration, but then the fixative value disappears at the same time. Several of the synthetics are immiscible with weak alcohol, and are therefore valueless. A notable exception, however, is to be found in the recently discovered synthetic arosol, seven volumes of which are miscible with ten volumes of 50 per cent. ethyl alcohol.

In soap perfumery, fixation is of equal importance. Synthetic fixatives are employed, but not to the extent they deserve, the usual stand-by being either styrax or Peru balsam. It is well known that many perfumes alter in soap, and among those prone to this disadvantage is cologne. This is due to the resinification of the terpenes in oils, such as lemon and orange. Terpeneless oils are too expensive to merit their consideration, and citral from lemongrass oil is often suggestive of verbena, owing to the impurities it contains. The remedy, therefore, is to find suitable fixators that will prevent resinification, and the synthetics are of great merit. A very stringent test may be made by taking ten grains of cheap milling base and dissolving it in thirty c.c. of ethyl alcohol, subsequently made slightly alkaline with caustic soda. To this is added ten c.c. of a one-per-cent. alcoholic solution of the compounded oils containing ten per cent. of synthetic fixator. The flask is connected with a reflux condenser, placed in a water bath, and heated for two hours. If, after cooling, the contents are still fragrant, the fixator deserves a very extensive application.

A New Tube for Perfumery

THE stabilo-tube is the invention of a perfumery chemist, a specialist in the making of stamped and *repoussé* containers. Pots and tubes for toilet creams, etc., have hitherto had two disadvantages: (a) the usual jar cannot be hermetically sealed after it has once been opened for use; a surface relatively large is thus exposed to air and is liable to drying and deterioration; (b) a tube of tin or aluminium has not these disadvantages, but to eject the contents it is necessary to squeeze it and by this treatment it loses its shape. Rolling the tube from the bottom spoils its appearance, and fissures are liable to develop in the walls through which the contents may escape, making the outside messy.

The stabilo-tube overcomes all these disadvantages. It can be made of aluminium or of any other material or metal, according to the purpose for which it is required, and may take the form of a tube, pot or jar, with straight, curved or shaped sides. A section through a half-emptied tube gives the best idea how the container is constructed. The tube is divided into two compartments, the upper one containing the material and the lower one a spring. The spring is soldered at one end to the base of the tube, which is not detachable, but can be turned. The spring passes through a hole in a disc, and its upper end presses against another disc, which serves as a piston and is in contact with the contents. The length of spring between base and lower disc is compressed. If some part of the contents is required the tube base is turned to the right; by this movement the spring is turned at the same time, and is released gradually through the hole in the disc. It is thus allowed to distend and forces out the contents in the upper compartment. With a stabilo-tube the exact quantity of material can be obtained without the rest of the contents being exposed to the air or the container itself damaged in any way. Filling can be done with the ordinary machines now in use. The manufacture of the tubes themselves is simple, and the stabilo-tube principle is independent of the subsequent form of the container. The shape and size may range from a small tube of galalith to contain solid perfume to a large jar for massage cream destined to adorn the dressing table.

BRIDLINGTON tradesmen have formed an advertising club with a membership of 2,000.

THE building in West London known as Olympia has been purchased by Mr. Philip E. Hill, and is to be enlarged with a view to making it more convenient as a hall for exhibitions.

Some New Therapeutic Agents and Methods

Abstract of an Address delivered before the Western (London) Pharmacists' Association by C. H. Hampsbire, M.B., B.Sc., F.I.C.

THE British Pharmacopœia directs that where "an unusually large dose appears to be prescribed, it is the duty of the pharmacist or dispenser to satisfy himself that the prescriber's intention has been correctly interpreted." It should be of interest to notice that some common drugs are used in large doses in certain special cases. It is well known, for instance, that heavy doses of quinine are given in malaria and of potassium iodide in actinomycosis.

Digitalis, Belladonna and Stramonium.—In recent years urgent cases of cardiac failure have been treated by "massive" doses of tincture of digitalis. Eggleston worked out a method of dosage based upon the body weight of the patient. Roughly, for a patient of average weight, say 8 to 10 stone, this works out at 3 to 4 drachms of tincture. One method of treatment is to give three doses at six-hour intervals of one drachm and a half, one drachm, and half a drachm. Digitalis given in this way is rapidly absorbed, and the patient is quickly brought under the influence of the drug. An alternative method of treatment is to give strophanthin by intravenous injection, but it has recently been shown by Wokes that different samples of this glucoside vary greatly in physiological activity.—Tincture of belladonna has been given in doses of 30 minims for the relief of the muscular rigidity in Parkinsonism.—Recently, doses of 45 to 60 minims of tincture of stramonium three times a day have been recommended for the same condition, and it is interesting to note that the whole drug stramonium is considered to be more efficient than corresponding doses of the constituent alkaloids.

Insulin.—The method of using insulin in various diabetic conditions may be said to have been worked out and standardised. One disadvantage is the necessity for hypodermic administration, and a recent clinical investigation in Germany has led to the recommendation to administer insulin, in the form of dry powder, mixed with borax, by insufflation into the nose. It was found that insulin was well absorbed from the nasal mucous membrane, and was able to exert its characteristic action.

The search for a drug which could be given by the mouth has led to trials of guanidin derivatives, the best known of which is synthalin. Although this drug reduces the blood sugar when taken by the mouth, it has been shown that large doses are necessary, that the action is slow, and that the margin between toxic and therapeutic doses is relatively small.

Some interest has been taken also in vegetable drugs, which have been reputed to be beneficial in diabetes. Myrtilin, from certain myrtaceous plants, has been reported upon in America, and *Vinca rosea* and other plants in Australia. Recently, a number of arbutin-containing drugs which are alleged to reduce the quantity of sugar in the urine were investigated by a continental worker. It was shown that when arbutin is taken by the mouth the reactions of acetone in urine are obscured and a fictitious appearance of benefit is produced. Extracts of fresh plants containing vitamin B have been used in America to enable a reduction in the dosage of insulin to be made.

Liver Extract.—The first experiments in the use of liver were made in the case of severe secondary anæmia produced in dogs by bleeding. Minot and Murphy, in 1926, reported the treatment of pernicious anæmia by a diet including liver. Then followed extensive trials of liver in pernicious anæmia, with the results all tending to show that not only were symptoms improved, but the condition of the patient as measured by blood analysis was greatly improved. The next step was the preparation of an extract by Cohn, and later an extract was put on the market in this country, a modified process of manufacture recommended by the Medical Research Council being used. The cause of pernicious anæmia may be said still to be unknown, and we are unable to say what are the active constituents of the liver or exactly how they act. The liver diet leads to clinical recovery, but achlorhydria and advanced changes in the

nervous system persist in almost all cases, and the liver itself is better than the extract if the quantities necessary can be tolerated.

Pituitary Extract.—One of the outstanding pieces of work in this field during the past year has been the separation of two active principles from the posterior lobe. Burn has recently shown that the separation is practically complete. The pressor activity of pituitary is represented in vasopressin, and the action on uterine muscle is represented in oxytocin. The antidiuretic activity accompanies the pressor principle, but apparently is not identical with it. From the work of Bijlsma, Burn and Gaddum, it would appear that the complete standardisation of any extract of pituitary posterior lobe would involve separate tests for pressor, oxytocic and antidiuretic activities. The use of posterior pituitary extract in the treatment of diabetes insipidus involves, as with insulin, the use of the hypodermic syringe, and it is interesting to note that pituitary extract and the powdered gland itself have been used in America and on the Continent by application to the nasal mucous membrane, with successful results.

Estrin and Ephedrine.—Although many interesting facts about the oestrus-producing hormone of the ovary have been reported, the work is still proceeding and the applications in therapeutics remain to be worked out.—A great deal has been written about ephedrine in the past two or three years. The pharmacognosy of the various species of *Ephedra* has been worked out, and methods of assay are now available. The chemistry of the various isomeric alkaloids has been fully studied. (It is interesting to note that certain species contain no alkaloid.) The alkaloid resembles adrenalin in structure and in properties, but has the great advantage that it can be given by the mouth. The salts are stable, and solutions may be boiled to sterilise them. The rise in blood pressure takes place more slowly and is more prolonged. It relieves spasm of the bronchi, and is used in bronchitis, asthma and whooping cough.

Iodoxy-Benzoic Acid and Cardiazol.—Iodoxy-benzoic acid and its salts have been used in the treatment of arthritis, and papers have appeared reporting varying degrees of success. The ammonium salt is given either intravenously (12 to 15 grains) or by the mouth (25 to 30 grains). It should be noted that these substances are oxidising agents and should be protected from sunlight and damp.—Cardiazol, or pentamethylenetetrazol, is a synthetic substitute for camphor given intramuscularly in doses of 1 to 3 grains every four hours. It is stated to be more rapidly absorbed than camphor, and to have an almost instantaneous effect on heart and respiration.

Avertin; and the Treatment of General Paralysis.—Avertin is interesting as an anæsthetic, which is administered in the form of a rectal injection. It is tribromoethyl alcohol and occurs as a solid which is soluble in water. It is rapidly absorbed, and gives prolonged anæsthesia followed by sleep.—Good results have been reported in cases of general paralysis by infecting the patient with benign tertian malaria, allowing the injection to proceed until a number of rigors have occurred, and then controlling the fever with full doses of quinine (10 grains three times a day).

Discussion

Several members took part in the discussion which followed the reading of the paper. Mr. R. R. Bennett (chairman of the British Pharmaceutical Conference) remarked that the use of so many new active principles implied a compliment to the fine chemical industry. Mr. F. Wokes referred to experiences with large doses of quinine and to the use of vegetable extracts to supplement insulin treatment. Mrs. Irvine instanced some high doses of strychnine that had come under her notice. Other points raised were the benefit of liver treatment, the dosage of thallium salts, and the prescribing of one-drachm doses of diluted hydrochloric acid. Dr. Hampshire, in replying to the discussion, pointed out that this dose of diluted hydrochloric acid was quite in order if given in pernicious anæmia: it was, of course, intended that it should be well diluted before administration. The president (Mr. W. B. Falding) moved a vote of thanks, and his remarks were cordially endorsed by an unusually large audience.

The Art of Presenting Saleable Packages

WHILE the problems linked up with the production of distinctive packages in the perfumery and toilet trade should not be very different from those of other lines, there are certain peculiarities, such as the rapid changes in fashion, which render a description of packages for perfumed commodities of special interest. Our comments on the subject must of necessity be brief, for the thorough exhaustion of this topic would fill a fair-sized volume. It is common knowledge that Britain lags lamentably behind France and the United States in the manufacture of "toilets," and there is a possibility that

unit has its own experts, and it is best to consult them and so obtain the benefit of their experience of other people's problems. For the sake of further simplicity, attention will be focused on the procedure generally adopted by manufacturers of the highest-class perfumes when they set out to market a new line or alter the package of an established one.

There is a definite sales-appeal about a glass container, with the contents glistening through its transparent walls and shining with a crystal-clear lustre, which makes glass the most popular choice. The manufacture of bottles cannot be discussed, but a mould typical of present-day perfumery bottles has a highly polished surface of almost diamond hardness, imparting to the glassware a rare brilliance and smoothness. In preparing articles for the English market many firms fail to understand the psychology of the public, or else do not give the matter sufficient attention. A feature which is probably at the root of the poor show made by British goods in the foreign market is the fact that manufacturers too often consider their own difficulties instead of those pertaining to the retailer and consumer. In handing the article to the public the retailer cannot avoid sensing the style of glass package which will appeal to his customers. Glass is usually preferred by the public and the chemist because it is the cleanest medium, and is indisputably the form which attracts the eye. If one looks in the window of a chemist or at perfumes in a large store, there is usually such an array of stock that nothing is seen at all; but the articles which do attract must naturally have an outstanding appeal, and this is what is diligently sought after by all artists and designers. This appeal may be due to the label, the brightness of the preparation itself, or the bottle, and the ideal is reached when each of these units is at its maximum, giving a perfect general appearance. It is a time-worn fallacy for executives of manufacturers to indulge themselves with the foible of previous retail experience, for it is the existing retailer who actually



ILLUSTRATION OF OLD-FASHIONED BOTTLES LOANED TO US BY THE INTERNATIONAL BOTTLE CO., LTD.

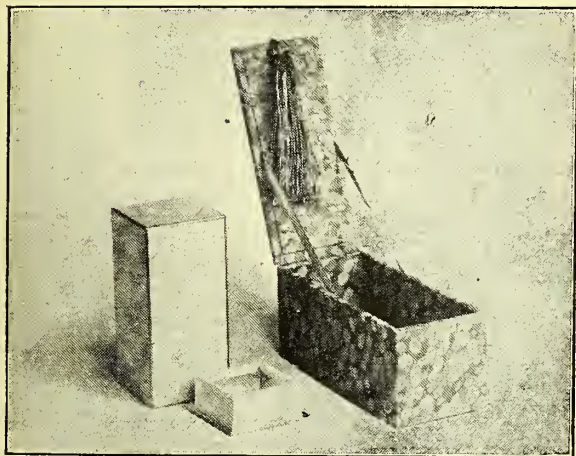
a wider knowledge of what can be done will lead to an increased or even world-wide demand for British goods. Perfumes are generally much better packed than proprietaries, and so a study of packing in perfumery will bring us more up to date than a *résumé* of progress in any other branch. The quick change in the taste and style is an arresting point, for the public are evidently prepared to pay for daintiness with beauty; and before leaving the question of ordinary packed proprietaries it may be pointed out that there seems no good reason why this principle in the psychology of the masses should not apply to all packed goods. It would be foolish to suggest that "patents" should be radically changed in appearance, but reflections on some which have faded out lead to the conclusion that the packing has often been at fault and the conviction that modernising the package, without taking away the distinguishing characteristics, automatically follows. The stimulus which perfumery has experienced must be largely due to the efforts of manufacturers of established or new lines in making their goods more attractive to the purchasers by dressing them according to the latest fad. Advertising, and the quality of the goods, obviously play a part, but the slogan "well packed is half sold" sums up the position. First sales are frequently made by nothing more than the desire of a customer to possess a viewed package; and if the goods are suitable, repeat sales follow. It being agreed that proper presentation plays an integral and important part in the sales effort, the consideration of ways and means of improvement becomes necessary. If mass production is contemplated, it is very necessary to have complete co-operation between the factory manager, the machinery manufacturer, the bottle man, the label man, the box man, and all who furnish supplies, so that everything can be bought according to specification. The issue here becomes less clear; but as this is more a question of manufacturing it will be well to confine attention to the actual package, including the container, label and box. The principles governing the marketing of the regular seller are similar to those regulating the production of the most exclusive article, except that in the former efficiency in the factory must, to some extent, be sacrificed to final appearance. Many large firms employ their own artists to prepare designs but the industry is now so specialised that each



DESIGNS OF MODERN GLASSWARE OF THE INTERNATIONAL BOTTLE CO., LTD. SOME OF THESE ARE REGISTERED.

has his finger on the pulse of public feeling, and unless producers realise this and get to know the prevailing trend their article is doomed before its life has commenced, except perhaps by some lucky chance. To obtain the appeal it is essential to find what is attracting public attention and work back from that, meeting the production difficulties as they arise. An elementary example of this principle is the colour question; if a certain shade is all the rage, it is invariably profitable to adopt that shade in packages. Coloured bottles are at present meeting with the approval of the public, and bottle-makers can reproduce all known shades. In the last few years a change has come over the public such as has not been experienced for a lengthy period. The "good old days," when a perfume was sold in the same style of bottle (and often really an unsuitable one) for year after year, because it was thought sufficient to study the contents and disregard the package, are gone. There were certainly fewer

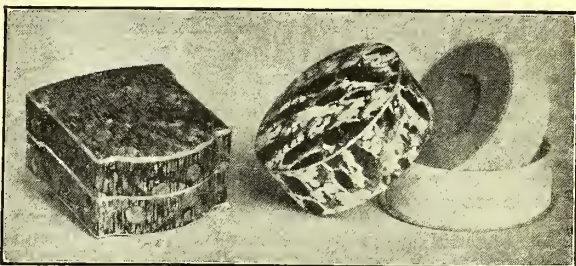
manufacturers of toilet articles in those days; the association of a name was a strong feature, and the buying public consisted mostly of a uniform type of purchaser. Possible customers to-day are innumerable, and there are so many more articles that new manufacturers are crowding into the business. It is unquestionably the case that milady of to-day has a much keener sense for discerning art in toilet packages than her predecessors, and goods have therefore become more alluring than grandmother deemed possible. Most perfumery houses require their packages to be exclusive to them, and the bottle-suppliers come to their aid in solving this problem.



EXAMPLES OF FANCY PERFUME BOXES DESIGNED BY KELLER-DORIAN
(G. BAKER & Co.), LTD.

Some bottle manufacturers make a speciality of creating exclusive glass containers to suit their customers' requirements or have them made for reservation on request. It is necessary to-day to have the finished pack easily recognised and identified as that belonging to a specific house. If a bottle firm with experience in preparing containers of artistic appearance is consulted, it will be found that it is possible to procure a bottle with outstanding features of direct appeal which could have sufficient distinction to enable it to become known as appertaining to the establisher. In the scope of this present article it would be difficult to point to the special features of modern glassware which make it an immediate success; but judging from a review of the better-known lines at present on the market, each one does have a "something different" feature which has ensured its success. There is no doubt that the change in public taste can be traced to the introduction of certain French perfumes. The present tendency in bottles is for plain neat lines, which makes designing more and more difficult as it leaves less latitude to the designer than hitherto. It is a recognised fact that Miss 1929 loves a bottle of fine appearance, and even those who may have a preference for French perfume can easily be won over to the products of England if British manufacturers can present them in an equally appealing way. Beauty of design always wins, everything else being equal, and real charm can be quickly translated into sales by the chemist. The present fashions in dress have helped to modify the package desired because, if to be carried about, the bottle must be small and reliable. There is a demand for small, flat, neat vials, and these are made with an aperture so small that they cannot leak and yet the few drops required can be easily extracted. They are filled by vacuum machines and various hand devices. This development incorporates in the neck of the bottle as a closure a metal screw cap, which can be readily removed although perfectly airtight, and is infinitely superior to the old-fashioned sprinkler. There is no question of standardisation in the modern trend, and an inspection of the stock of bottle suppliers indicates that they work on the business motto of "the bigger variety the better inducement to buyers." Exclusive rights on a selected design can

generally be arranged, and all the big firms insist on this because imitations of a distinguishing characteristic in a bottle are damaging to turnover. The idea of utility has been slower in developing, but it must be considered as an element in successful package design. The three chief points in a modern bottle are simplicity, utility and beauty of design. A rich individuality can be had by enamelling as a decoration. The instant success of some of the newer styles of packages recently adopted by old-established manufacturers is a tribute to the work of the manufacturers of containers. The suitability of bottles for any fluid places them in a unique position, but the question of choice in glass jars as containers for creams is also fraught with pitfalls. As great a change has been experienced in the designing of modern jars as in bottles, and the identical procedure is generally followed. The old elaborate and very ornate style of jar has given place to a plain modern one, and several firms have met the demand for colour by having their containers in attractive shades. The ideal aimed at by the artist designer is to submit something which will be so *chic* that the purchaser will want to keep the jar instead of discarding it. The great difficulty in the past has been that of preventing the cream from shrinking away from the sides. This can now be overcome in the following ways:—(1) The use of a ground-in glass stopper; (2) by means of material which will not be affected by acids; (3) the adoption of a double lid, the inner being a simple cover and the outer a screw cap for the jar. Bottle manufacturers have given this problem special attention, and should be consulted in the matter. Another outlet for glassware which has become popular is the use of frosted glass bottles in colour to replace the old-fashioned tin as a container for talc powder. A sifter top is fitted, and the general effect is much more pleasing to the eye than the most elaborate tin. The appearance of the closure is important; and for the latest bottles serviceable, specially designed caps are furnished in a variety of designs in fancy metal, plain or polished brass, or in nickel-plated material. Viscose capping is still favoured by many firms, and is supplied in standard colours or in a special shade to order. There is also a considerable market for the older-fashioned hoods of cellulose which are obtained moist in sealed tanks ready for use. While wet they are quickly slipped over the tops of corked bottles and dry



LOOSE POWDER BOXES (SHOWING THREE SECTIONS) AS DESIGNED BY KELLER-DORIAN
(G. BAKER & Co.), LTD.

rapidly, shrinking smoothly to form a tight, tough seal and so preventing loss by leakage or evaporation. The other method of using a quickly drying fluid solution and effecting application by dipping is much more economical if this style of package is retained. The glass-stoppered bottle should not be capped, because the covering of the design on the stopper is a waste of selling appeal. The same thing can be said of the practice of wrapping an expensive bottle in transparent paper of the cellophane type. Glass-stoppered bottles are usually sealed by the use of a skin paper "baudruche" and finished with coloured ribbon or a golden cord. It is, of course, necessary to lessen losses by protection from dust or other contamination in too frequent handling, but a really high-class bottle does not look so well in transparent wrapping. Some idea of the work in preparing perfumes for the market can be gathered from the fact that designs have already been submitted and others are being prepared for the Christmas trade at the end of this year. Before going on to the question of carton

and boxes, it might be advisable to make a few comments on the important question of the label.

The actual production of labels or seals is an intricate branch of the printer's art, but in labels as in bottles the artistic designer is of tremendous value. British printers do not seem to be able to equal in execution the fine colour work done on the Continent. The centre of this business is in Paris, although some work of a high grade comes from Switzerland, where the wonderful light gives the engraver a distinct advantage over his competitors. There are numerous agents for French printing firms in London. Time spent on designing is well spent. The aim in preparing a label is to attract the greatest possible attention, especially if the goods are intended for display on the counter or in the window. There is a great variety of stock labels in existence, but special exclusive designs are to be preferred. The points to be considered in deciding on a label are primarily the size, shape and colour. An embossed label often gives the desired effect, and gold stamping freshens up the appearance. There is a fashion at present for small embossed seals, usually with a metallic finish, which have come to be regarded as a sign of quality. These are always better applied to the container by hand and form an ideal means of keeping the manufacturers' trade mark in front of the public. Varnished and embossed labels always present difficulties, and if they are to be applied by machinery the establishers must see that he obtains definite specifications from the label firm as to adhesive to be used, thickness, etc. There are two distinct demands on the English market at present, and a consideration of these while discussing labels is appropriate. The highest grade of West End perfume tends towards a quiet and plain effect, giving a sense of refinement and restraint. The cheaper products are put out with a jazzy and bizarre effect which is sometimes erroneously confused with true modernism. To be modern, a label or package need not necessarily be queer, as some of the most successful lines are by no means marked by this vice. The same tendency for colour is found in labels as in bottles, and it may be said that colour is the characteristic of modern packages.

Carton-manufacturers are continually being called upon to supply new and unusual boxes with beautiful and curious papers. It is pleasing to realise that British-made boxes are used in packing our perfumes, and these can be had either hand- or machine-made, according to the desire of the producer. The fancy papers used to dress the boxes are, however, of Continental origin in most cases, because we are again confronted with the inability of our own engravers to equal foreign workers. Our box-makers produce highly satisfactory articles, and are protected from outside competition by the duty on silk. The cartons are sometimes lined with cotton-wool or fine wood fibre, and are of two kinds. The folding carton has gone out of fashion except for creams, and is obtainable either in glue-end or tuck-end style. Loose powder boxes are supplied in square, round, hexagonal or other shape to specification, and are prepared in three pieces. The lid and base are generally dressed with fancy paper; the third portion actually encircles the powder. The filling is done from a circular hole in the back (see illustration) which is sealed up with suitably gummed strips. The box-tops and bands reflect the worth of the contents and deserve particular care in selection. Appeal, as in the case of the other units of the package, is based on reaction to colour, and designs are prepared by the artist either to fit in with the name of the preparation or a previously sketched

design is chosen and the name inspired by the choice. We can print up to six colours in one operation, and the multitude of effects procurable are included among metallic, iced, hand-stencilled, silk or velvet base, or rich marble papers. These effects, except for the embossing, are still obtained entirely by hand, and the blending of colours is such that it will not clash with any material. The dyes used in the manufacture of fancy papers are mostly of neutral shades. Great interest surrounds the work in which the lustre of silk can be successfully reproduced. By a secret chemical process the coating of the paper can be made to crystallise, and the mother-of-pearl effect is obtained. This artistry in imitation reaches a climax in paper which is soft and velvety to the touch, and it can be coloured to resemble the skin of an animal. With these materials at his disposal an experienced designer can produce an astonishing range of fancy papers. A recent innovation is the weaving of a trade mark into the design of the fancy paper, and this promises to become very popular. Sometimes a transparent effect is desired, and for this a white or coloured crystal base is used. The uses of fancy paper with such



GROUP OF SOME SUCCESSFUL LINES AT PRESENT ON THE MARKET

a wide choice are manifold, but for clothing cartons and boxes some of the finest work has been designed. Comprehensive stocks are kept in London, and facilities are given for customers to make up "dummies" and judge the effect without obligation.

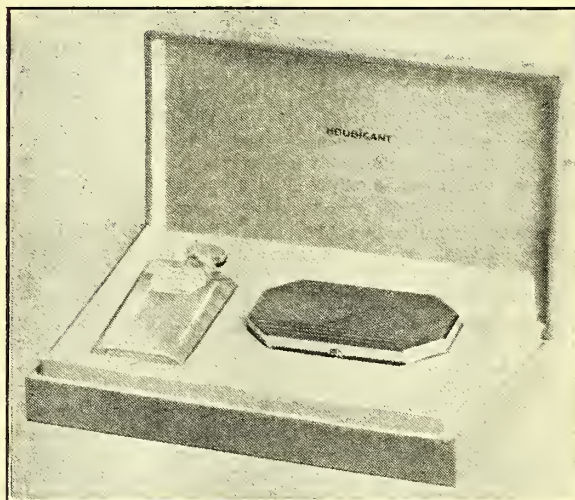
Many firms have found it a profitable plan to market a whole series of toilet articles in one design. Soaps are variously wrapped in fancy papers and labels or seals attached, but a style in which a simple band is fixed round the middle of the cake is gaining favour, as it is very effective and not so expensive. Combination sets are the very latest fad in presenting toilet goods, and this scheme is particularly successful at Christmas-time or for the special summer holiday trade. The selection of a design for a package, while it must always be rich in individuality must also be regulated by considerations of economical handling, and although the ultimate object is to make a profit, really good packing can double the sales, and the striking of a balance is frequently more a question of what the producer is prepared to sink in the industry than anything else. Compacts in straight lines are futuristic, and in vanity cases the trend is in the direction of leather which suggests quality. Tubes and cases for compacts are a separate subject, but the same motto of making the goodwill of the consumer the first essential in design is the golden rule to building permanent business. In conclusion, it may be suggested that when manufacturers devote so much time and labour on designing packages that it is up to the pharmacist, for his own sake, to give the goods a reasonable display, and so keep his own stock modern. The market is there for those who will cater for it.

The Popularity of Combination Sets

LARGER quantities of gift or combination sets are sold during the Christmas season than at other times; but of recent years the demand for this type of package has increased to such an extent that there is now a steady all-the-year-round outlet for items suitable as birthday or other presents. The introduction of this scheme into pharmacy has been almost entirely confined to toilet and perfumery articles, and is based on sound business principles. When manufacturers are introducing a new product, such as a shaving cream, it has proved an excellent plan to adopt the idea behind a combination set and include blades or a razor in the carton. These campaigns have been conspicuously successful from the sales point of view, and a ready market has been found in a few months for lines which in the ordinary way take years of patient work to establish. Producers have discovered that this container is unique in its field as a decisive aid to increased sales if properly incorporated in the selling organisation. To-day the stock of a chemists' shop has come to be regarded by the public as eminently suitable for the purchasing of regular gifts, such as manicure sets, perfumes, hair brushes, combs, and preparations for the complexion. Whereas in the case of employing gift sets as advertising "stunts" the extra cost cannot be passed on to the public, when ordinary sets are assembled the customer pays for all the articles, and the additional box proves a sound investment in view of the additional sale. The appeal of a combination set can be made to suit all classes, and it may include a tablet of soap with a cheap bottle of perfume or the most exclusive perfume with a compact, loose powder, and lip-stick to match. The perfume houses have made more of this sales builder than any other group; but the idea is not exclusive to them, and the first exploitation was probably that of the makers of a well-known eye-ointment, who supplied an eye-rod with each jar. Packs of tincture of iodine are now offered with a camel-hair brush enclosed in transparent wrapping, and the modification which aims at including an eye-bath with each bottle of eye lotion is also being pursued. Manicure sets are generally prepared comprising all the instruments, but the notion of supplying an atomiser with nasal preparations does not seem to have caught on. Holdalls are good examples of combination sets, and those marketed cover a wide range of values. There is no gainsaying the ability of the power of this style of package in creating new sales; their future applications are thus likely to be manifold. A product which satisfies the requirements of value for money and an outward appearance of adornment qualifies all combination sets for presentation. This economic medium has also the advantage of permitting the safe distribution of friable glassware, a point which commends itself to retailer and manufacturer alike. Most remunerative results are being experienced by firms who have adopted this method of presentation, and each year brings its additions to the number of products marketed in part if not entirely in this way. To ensure success it is necessary to realise at the outset that all the laws of presentation with the desire for fashionable designs must be followed. The container must also possess a definite relation to the products and the consumer for which it is intended. The scope is unlimited, because the container can put an everyday article into holiday garb, and so break through the confines of immediate demand by turning a somewhat prosaic article into a desirable gift. Complete harmony in the designs of the article and the box is essential.

From these remarks it will be seen that the type of container is dominated as much by the user as the type of product being sold; and for this reason the manufacturer is best qualified to determine the broad lines on which the container shall be designed, provided that he knows his class of customer as he should. There are two chief materials suitable for making gift sets, paper and tinplate, and in each case the policy of seeking the advice of leading suppliers of the material selected is a wise one. These firms offer the services of their design studio and ideas department, and give invaluable assistance in the methods of obtaining the best results.

This is especially the case with decorated tin boxes, but these do not seem to have found much favour with pharmacists. In selecting materials it is imperative to visualise the finished box, for some designs which look excellent in sheet form may not give the same effect when they are seen as part of a relatively small box. The addition of an embossed seal or other label to the finished gift set frequently improves its appearance beyond expectations. In the case of decorated tin boxes no further covering is needed; but if the gift set is of the fancy paper box type, it is wise to have it wrapped in cellulose paper. The package will probably have to face the hazards of storage in the shop, and the danger of dust renders such a precaution necessary, although for all types of gift containers an outer carton of undressed cardboard can be supplied. A novel idea is the substitution of a postal container in place of this cardboard outer, and the sales value is thus still further enhanced. This facilitates and simplifies the subsequent work of the customer, and has a universal appeal. A purchase which only needs sealing and addressing is obviously preferable to ordinary wrapping, especially if the gift enclosed requires the fullest guarantee of adequate protection in transit. A good deal depends on the articles in the set; but if there is much glassware, it is advisable to make these outers of corrugated paper.



HOUBIGANT COMBINATION GIFT SET

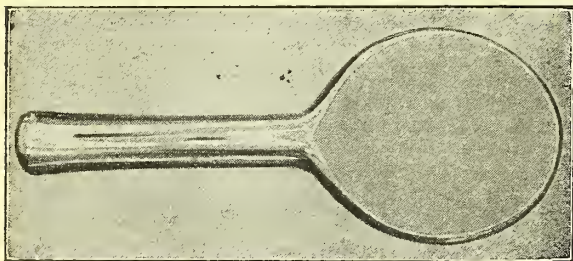
Any device which simplifies the dispatch of gifts will promote sales. This outer postal container possesses in itself a distinct value to buyers of combination sets.

Provided that gift containers are adopted with care, and the skilled advice available is used, they will create increased sales. At this season of the year, with Easter approaching, many soap firms present their articles in the form of composite sets representing Easter eggs or bird's nests. Fancy boxes containing soap and a handkerchief puff, together with a miniature toy chicken, give the goods a touch of the spirit of the season, and sales are effected by simply displaying the goods in a prominent place in the shop. Soaps, like other lines, should be quite up to date as regards attractive packing; and another point which adds to the effectiveness is the odour, which should appeal to the taste of the consumer. All perfumed articles are particularly suitable for making into combination sets; if a lady wishes to buy a bottle of perfume, selects one, and is then shown a combination set having the powder in the same perfume, she will frequently make the composite purchase. In spite of this, there are many houses who have not seized this suggestion, and this, even although they market a number of series of toilet requisites of uniform design. Goods of the series type are well suited for the exploitation of this idea.

Novelties and Trade Notes

THE PERFUMERY SUPPLEMENT.—Attention is called to the coloured section in the advertisement pages in this issue, where will be found announcements relating to the perfumery and toilet preparations of the leading manufacturers in this country.

THE CALMA Co., 1045 London Road, Thornton Heath, Surrey, are the manufacturers of toilet accessory shown in the photograph. It is slightly larger than the picture, and is intended for use in applying cream to the



skin. It is made of glass, and one side of the flattened end has a matt surface. The cream should be placed on this and gently rubbed on the skin until absorbed. The smooth surface is used for massage purposes.

DEVELOPING AND PRINTING.—Ernest J. Hughes, chemist and druggist, Melksham, who is specialising in photographic developing and printing, invites chemists to send a small negative for a free specimen enlargement.

RAZOR BLADES.—Dominion Steel Corporation, Ltd., Queen's Road, Sheffield, who advertise safety razor blades in this issue, offer to send a sample blade free of charge to subscribers.

DHAUSSY POWDER BOX Co., LTD., Bartlett's Buildings, London, E.C.4, are giving three boxes of face powder with every dozen sifter boxes ordered. The address is as above and not as given in the Perfumery Supplement.

COLLAPSIBLE TUBES.—Langheck & Co., Ltd., 5 New London Street, Fenchurch Street, London, E.C.3, offer to send samples of and quotations for collapsible tubes, sprinklers, crown caps and other metal goods to subscribers interested in these articles.

CASPIRIN.—This is the name of a new product placed on the market by Buckley-Bowker Tablet Co., Ltd., manufacturing chemists, 29 Parkfield Street, London, N.1. It is a combination of aspirin and cascara made into a tablet with a chocolate base.

PETAL DUST.—The Rosmarine Manufacturing Co., 52-54 Stamford Street, London, S.E.1, the makers of this well-known perfumery product, inform us that in addition to its fragrant qualities, Petal Dust has been found an excellent safeguard against the ravages of moths, ants and other insects, particularly in the tropics.

CHERAMY TOILET SOAP.—Parfumeries de Paris, Ltd., Acton, London, W.3, are advertising in this issue Cheramy Floral toilet soap, which is available in six different perfumes. Each tablet is wrapped in transparent tissue, and the artistic manner of its presentation is in keeping with the quality of the soap.

SO-IT-IS DENTURE POWDER.—Thomas Christy & Co., 4-12 Old Swan Lane, London, E.C.4, are the distributors of this preparation, made by the Sun Ray Products Manufacturing Co., Birmingham. It is being recommended by the dental profession, and will remove stains and deposits from artificial dentures.

EAU DE COLOGNE.—Johann Maria Farina zur Madonna (London), Ltd., 23 Nutford Place, Edgware Road, London, W.1, inform us that Farina Madonna and Madonna Flowers eau de Cologne are guaranteed to be distilled and bottled in that city. Among the many testimonials which the company have received in regard to the quality and lasting fragrance of Farina Madonna are several from chemists.

NEW SIZE ASHES OF ROSES.—This well-known perfume by A. Bourjois et Cie, Ltd., 4 Water Lane, London, E.C.4, is now being marketed in a 2s. 6d. package in response to requests from the trade. Messrs. Bourjois tell us that the recent addition of introductory sets containing vanishing cream, night cream and face powder, retailing at 1s. 6d., has been highly successful. Details of an Easter bonus scheme will be supplied on request.

TOILETRIES DE LUXE.—H. Bronnley & Co., Ltd., Acton Vale, London, W.3, in their advertisement in this issue, call attention to Bronnley's Toiletries de Luxe, which include Ess Viotto bath soap and English Fern soap. The round soap tablets which we have examined are green in colour and possess a distinctive odour. Another line to which Messrs. Bronnley call our attention is Vita-bath effervescent bath tablets. These perfumed discs are packed in cartons of seven, and when placed in the bath generate carbon dioxide. Attractive showcards are available for this line.

"CHEMICAL ENGINEERING AND CHEMICAL CATALOGUE."—The fifth annual edition of the "Chemical Engineering and Chemical Catalogue" (11 in. by 8½ in., pp. 401, 10s. 6d., Leonard Hill, Ltd., 231-232 Strand, London, W.C.2) follows the lines laid down in previous issues. The section comprising data and tables has been doubled in extent, and many of the tables are now published for the first time. The list of technical books has been revised, as also has the index to suppliers. The typography is excellent, and numerous illustrations accompany the descriptions of plant and apparatus.

MYOSOTIS, LTD., 7 Hanover Square, London, W.1, have hit on a particularly happy name, which was inspired by thoughts of the botanical source for the forget-me-not plant, and their range of products is being well received. The firm offer to supply to those interested in and selling their goods an artistic stand of dippers for displaying on the counter. This enables the customer to sample the perfume, and as an adjunct a booklet of perfume blotters is included in this offer. A few of the products are illustrated in the advertisement pages of this issue, and of these the Val Feuri perfume has a particular appeal by reason of its lasting aroma. The packs of the beauty preparations are now of a blue and gold design, and window display material to match is available.

MORNY PREPARATIONS.—The new line illustrated below has been added to those of Morny Frères, Ltd., 6 New Burlington Street, London, W.1, and should be a success. The enamelled compacts are to retail at 5s. each, and the handsome dozen display outer with its transparent celastoid window and clasp is to be supplied with each opening order. In each outer the luxury watch model compacts are shown in twelve different fashionable tints which have been specially selected so that a choice can be made to match any gown. The latest addition to the range of perfumes is the Gardenia-Morny, which is packed in brown and gold or silver and green. The brilliant bottle is ribbed in order to prevent slipping through the fingers when these are greasy. The Morny shaving soap which was introduced in the late autumn of last year has been most successful. The quality of the soap is excellent, and the pack in artificial clouded tortoiseshell bowls is very attractive.



PYORRHOSOL.—A campaign on novel lines is being inaugurated by Pyorrhosol, Ltd., 3 Lancaster Place, London, W.C.2, the proprietors of Pyorrhosol, a remedy advocated as definitely a cure for pyorrhoea. Within the next few days the Bournemouth district will be the scene of a carefully planned advertising scheme, the idea being to bring the new product to the notice of everyone, professional and lay, whom it may concern. Particulars of sizes will be found on another page.

POT POURRI JARS.—Potter & Clarke, Ltd., 60, 62, 64 Artillery Lane, London, E.1, advertise in this issue a selection of their pot pourri jars, three examples from the wide range being illustrated. These are the Tall Vase, Lantern Jar and Elephant Jar. Other designs are the Crinoline Jar and Fruit Basket Jar. Inquiries from the export trade are invited, and full particulars of other lines of a similar nature will be sent on request. Sachet flowers and lavender flowers in bulk are also offered. A beautiful sachet is illustrated, the bag being of silk edged with gilt cord. Attention is drawn to bath crystals in a variety of packings.

SULPHUR TABLETS.—The illustration herewith depicts part of the window show material which is being sent out by Burgoyne, Burbidges & Co., Ltd., manufacturing



chemists, East Ham, London, E.6, with orders for 14 lb. and upwards of their sulphur tablets. The cards are printed in orange, green and white on a black background.

SOUTHALL BROTHERS & BARCLAY, LTD., manufacturing chemists, Lower Priory, Birmingham, have issued a price list of patent medicines and proprietary articles, a copy of which may be obtained on application. The list comprises 87 pages, measures 9 in. by 5½ in., and is well printed, the articles on the P.A.T.A. being in bolder type than the others. The "make-up" has been arranged so that, with few exceptions, the right-hand pages are devoted to the articles and their prices, the left-hand pages being occupied by advertisements. Natural mineral waters and quantity terms form separate sections, while on the inside back cover is a pocket for monthly alterations and additions.

PARKE, DAVIS'S SKIN FOODS.—Both chemists and their customers are well acquainted with the fact that any preparation whether toilet or medicinal manufactured by Parke, Davis & Co., manufacturing chemists, Beak Street, London, W.1, is among the *élite* of its class. We have recently received from the firm specimens of their Euthymol vanishing cream in tubes, "old-fashioned" cold cream in pots, and Dermalac, a non-greasy almond lotion. The first two are excellent for combination sales as day and night creams, while the last-named is a soothing preparation eminently suitable for countering the effects on the skin likely to be caused by the boisterous weather in the near future and the sunshine later.

HOLD-ALLS AND SPONGE BAGS.—We have recently had an opportunity of inspecting the newest designs of hold-alls, sponge bags and tourist companions produced by

Solport Brothers, Ltd., 184-190 Goswell Road, London, E.C.1. Not only is there a wide range in the designs of these goods, but in getting away from the check pattern and adopting a floral (in many cases) cretonne design, the style and range of colourings is in keeping with modern ideas. Though by displaying articles of this nature all the year round chemists could sell far more than they do at present, the season for such lines is approaching, and Messrs. Solport can evidently offer goods which will vie in popularity with anything the chemists' competitors can sell.

PAPIER POUDRÉ PRODUCTS.—Two new lines have just been added to the series of toilet preparations made by Papier Poudré, Ltd., 46 Baker Street, London, W.1, namely, Poppoea talcum powder and vanishing cream in a tube, both of which are packed in the usual distinctive style. It will be recalled that the cream packed in frosted jars was the subject of a note in this column in the *C. & D.*, 1928, II. 359; in the new packing, each carton contains, in addition to the tube, a sample booklet of papier poudré. For the retailer there is a bonus offer available. An extensive publicity campaign has been arranged for the next few months, and a considerably increased demand for the company's toilet articles is foreshadowed.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1929, p. 333.

(From "The Trade-marks Journal," February 20, 1929.)

- "HOZOTENE": for medicinal chemicals (3). "BEUTONE"; for perfumery, etc. (48). By Hough, Hoseason & Co., Ltd., Bridge Street, Manchester. 499,180; 496,380. (Associated.)
- "VEL-VEX": for sanitary towels (11). By Vernon & Co., Ltd., Penwortham Mill Lane, Preston. 497,305.
- "HECOLITE": for surgical instruments, etc. (11). By Heko-Werk Chemische Fabrik A.G., Manteuffelstrasse 18, Berlin 498,622.
- "REGELAC": for food substances (42). By Boots Pure Drug Co., Ltd., 37 Station Street, Nottingham. 492,934. (Associated.)
- "VITAPAROL": for food substances (42). By P. Dvorkovitz, 10 Victoria Street, London, S.W.1. 496,522. (Associated.)
- "VIMTO 'THE DRINK OF HEALTH'" on oblong shape; for mineral waters, etc. (44). By J. N. Nichols & Co., Ayres Road, Brook's Bar, Manchester. 498,197. (Associated.)
- "BOXY": for all goods (48). By Eau de Cologne and Parfümerie-Fabrik "Glockengasse No. 4,711," Gegenüber der Pferdepst von Ferd Mulhens, Glockengasse-26, Cologne, Germany. 489,808.
- "PERFUMERIA GAL" on scroll across conventional flower design on square shape; for perfumed soap (48). By Perfumeria Gal Sociedad Anonima, 10 Paseo de San Bernardino, Madrid, Spain. B494,289.
- Eastern picture of man holding woman's hands; for perfumery, etc. (48). By The Dubarry Perfumery Co., Ltd., Hove Park Villas, Hove. 497,652.
- "REJANE": for all goods (48). By Elsa Russell, 105 Palace Road,ulse Hill, London, S.W.2. 493,100.

(From "The Trade-marks Journal," February 27, 1929.)

- "FLOTOL": for chemicals (1). By I. G. Farbenindustrie A.G., 28 Mainzer Landstrasse, Frankfurt-on-the-Main, Germany. 497,092. (Associated.)
- "CAPSIMAC": for insecticide for fruit trees (2). By Cooper, McDougall & Robertson, Ltd., Ravens Lane, Berkhamstead. 499,089.
- "VETSULES": for chemicals (2). By The British Drug Houses, Ltd., 16-30, Graham Street, City Road, London, N.1. 499,336.
- "CHEMIROSA": for medicinal chemicals (3). By H. Höfer, G.m.b.H., Maxingstrasse 74, Vienna XIII. 491,005.
- "FORMELOIDS"; for medicated lozenges (3); "FORMOIDS" and "REGELAC"; for medicinal chemicals (3). By Boots Pure Drug Co., Ltd., 37 Station Street, Nottingham. 492,911/912/933. (Associated.)
- "ESPONAL": for all goods (3). By Bash & Co., Ltd., Swan Street, Minorities, London, E.1. 493,601.
- "GLYCODEINE": for medicines for coughs, etc. (3). By T. & H. Smith, Ltd., Wheatfield Road, Edinburgh. 497,401.

Births

Notices for insertion in this column must be properly authenticated.

JONES.—At The Pharmacy, Amlwch, Anglesey, on March 1, the wife (Mary Ellis) of Llew. W. Jones, M.P.S., of a son.

Deaths

BARKER.—At "The Outspan," Rickmansworth Road, Watford, on March 3, Freda Elsom, the dearly loved eldest daughter of Mr. and Mrs. D. W. E. Barker (Chater, chemists), aged seventeen.

FORSTER.—At his residence in Linnet Lane, Sefton Park, recently, Mr. John George Forster, founder and senior partner of J. G. Forster & Co., chemical merchants, West Africa House, Water Street, Liverpool, aged seventy-four. Mr. Forster spent about fifty years of his business life with Beesler, Waechter & Co., Ltd., and in 1921 founded his own firm. He leaves a widow, three sons and four daughters.

LEWIS.—At the South London Homœopathic Pharmacy, 122 Newington Causeway, London, S.E., on February 26, of influenza and pneumonia, Mr. Samuel Lewis, aged seventy-eight. Mr. Lewis was apprenticed in 1865 to the then world-famed firm of homœopathic chemists, Henry Turner & Co., London and Manchester; then he joined successively Keene & Ashwell, E. Gould & Son, Ashton & Parsons, and W. Butcher & Co.; finally he was for fifty years proprietor of his own pharmacy. A lover of personal liberty, he never once opened his pharmacy on a Sunday, but served every caller at all hours of the Sunday or of the night. In this way he experienced no undue burden, and his example has been followed in measure by some other pharmacists. Mr. Lewis was a man of wide sympathy, and had the confidence of a large circle in both professional and social matters.

RICHARDSON.—At Ansdell, Lytham, on March 3, Mr. Joseph William Richardson, Ph.C., aged seventy-one. Mr. Richardson was formerly with Clay, Dod & Abraham, and then for a brief period in business for himself at Ashton-under-Lyne; but for the last twenty-two years he was representative for C. J. Hewlett & Son, Ltd., London, E.C.2, in Lancashire and North Wales. Mr. Richardson was a very able pharmacist, popular with his clients, and greatly esteemed by his firm. He leaves a widow and numerous friends to mourn their loss.

WHITE.—At his residence, 6 Haldane Terrace, Newcastle-upon-Tyne, on March 2, Mr. Richard White (White & Co., Ltd., chemical merchants), aged seventy-three.

WOLSTENHOLME.—At 700 Bolton Road, Pendlebury, Manchester, on February 22, suddenly, Mr. Jesse Wolstenholme, chemist and druggist, aged fifty-seven. Mr. Wolstenholme carried on business at Pendlebury for thirty-seven years.

Personalities

We are informed that Mr. A. T. Wade, whose name appeared in this column in last week's *C. & D.*, has no connection with H. J. Wade & Co., Ltd., manufacturing chemists, Blackburn.

MR. H. BELL THOMPSON, managing director of Sternal, Ltd., London, E.C.2, has been elected the representative of the national lubricating oil trade in the United Kingdom on the Grand Council of the Federation of British Industries.

DR. G. CLARIDGE DRUCE, F.R.S., has been unanimously elected under Rule 3 to the Athenæum, Viscount Ullswater, Sir David Prain and Sir Benjamin Brodie being among his supporters. Dr. Druce has just returned from a botanical visit to Teneriffe and the Grand Canary.

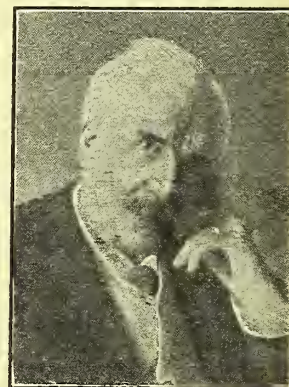
MR. GEORGE W. CRAWFORD, chemist and druggist, managing director, Medical Hall, Ltd., Singapore, accompanied by Mrs. Crawford, sails from London for Singa-

pore per s.s. "Morea" on March 22. Mr. Crawford may be communicated with c/o P. & O. Banking Corporation, Ltd., 117 Leadenhall Street, London, E.C.3.

THE King's birthday honours include, in addition to the peerage conferred on Sir Jesse Boot, Bt. (referred to in this section), the grant of knighthood to Emeritus Professor J. A. Fleming, D.Sc., F.R.S., the inventor of the thermionic valve, Mr. John Jackson, deputy chief inspector of factories, and Lieutenant-Colonel Kenyon P. Vaughan-Morgan, M.P., vice-chairman of the Morgan Crucible Co., Ltd.; the promotion of Sir Arthur Robinson, permanent secretary of the Ministry of Health, to the rank of G.C.B.; that of Mr. Henry Fountain, of the Board of Trade, to the rank of K.C.M.G.; and the grant of the C.B. to Sir Walter Fletcher, D.Sc., F.R.S., secretary of the Medical Research Council.

THE announcement that a peerage has been conferred on Sir Jesse Boot, Bt., by his Majesty the King is a matter of particular interest and gratification to the drug trade.

Sir Jesse Boot was born in 1850, and at the age of ten was removed from school in consequence of the death of his father, who was the proprietor of a herbalist's business in Goose Gate, Nottingham. While still in his teens he took over the management of the shop: at the age of twenty-seven he (in his own words) "began to launch out." Sir Jesse's subsequent career is one of the romances of modern commerce. Within three years he had opened branches in Sheffield and Lincoln; in 1883 he floated the first of the Boots limited companies, with eleven shops; and in 1897 THE CHEMIST AND DRUGGIST recorded that "he has under his direct control close upon a hundred shops. . . . Mr. Boot's performance strikes us as an unprecedented and astonishing feat." The most important development of the business in recent years has been the formation of Boots Pure Drug Co., Ltd., with its remarkable manufacturing and dispatch organisation, described and illustrated in the *C. & D.*, 1922, II, 21; and concurrently with this expansion the number of retail branches has gone on steadily increasing. Though a constant sufferer from rheumatism, Sir Jesse took an active part in the negotiations which led up to the recognition of company retail trading in the Poisons and Pharmacy Act, 1908. In the following year he was knighted, and in 1916 he was promoted to a baronetcy. The gifts of Sir Jesse to Nottingham are estimated at more than £1,000,000. He was able to be at Nottingham University College when it was opened by the King and Queen last year, though unable to take part in the actual ceremony; and it will be remembered that he and Lady Boot have met the entire cost of the building, in addition to the foundation of a chair of chemistry and a women's hostel.



SIR JESSE BOOT, Bt.

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

T/262.	Carlsbad salts (floral label design in blue and red on gold background)	N/63.	Pyramid nail brushes
W/43.	Dorothy teats (not soothers)	H/43.	Queen Mary violet perfume
E/53.	James's herbal ointment	A/43.	Rex and Davies' tuberculin
N/43.	Moonshine face powder	R/282.	Dr. Sande's sea pine baths
M/252.	Pile ointment (marked M.L. Ltd., London and Paris in capstan device)	S/192.	Wearwell finger stall
		H/202.	Leno bandages
		S/252.	White's coal tar ointment
		F/43.	Willow brand veterinary malt powder

Observations and Reflections

By Xrayser III

Salesmanship

has become one of those blessed words, like Mesopotamia, which bring great comfort to people who use them, but I fear it is often employed without an adequate sense of what it properly implies, and still more often perhaps as implying something which strictly it does not. After reading your editorial article on modern salesmanship (*C. & D.*, March 2, p. 264), I am confirmed in this view, and I make free to suggest that those who are at present working themselves into a fret about imagined defects in British salesmanship are really concerned about unsatisfactory methods of marketing. It is admitted that our workmen and our products are good, and I venture to assert that British salesmen are equal to any, if not superior to most. Possibly our national advertising methods are not all they might be, while the goods we offer for sale are not always what potential customers require; but "marketing" is the correct word to employ in this connection, and it needs to be recognised that unsatisfactory methods of marketing increase enormously and unnecessarily the burden which our excellent salesmen have to carry.

Mr. Milner

seems to touch the spot when he points out that our existing organisations are not adequately supported, even by their own members (*C. & D.*, March 2, p. 276). Meetings are only sparsely attended, voting papers are not filled up, and returned, and there is apt to be a display of inertia or passive resistance, when active support is urgently needed. But I am disposed to think that Mr. Milner takes the "grousing" of the few too seriously. Those who decry the work of established organisations and demand the setting up of new ones are markedly few in number and, I am sorry to have to state, sadly lacking in suggestions of a practical nature. What really is "the need of the day," according to your correspondents, still appears to me vague and inchoate, little more, indeed, than a loosely conceived idea of something to write about. But the topic has been productive of a number of letters which make interesting reading.

Objection

to service with limited companies was far from my mind when I wrote the reflection on which "Unlimited" comments in your last issue (p. 277), and I am, as a matter of fact, in agreement with him regarding the comparatively unsatisfactory nature of the terms upon which assistants are so often engaged by individual proprietors. I think it may be regarded as short-sighted policy that service with limited companies is allowed to be so much more attractive to assistants; also that it should have come to be regarded as a desirable thing to gain experience in the employ of multiple-shop concerns. But it seems now inevitable that increased skill in ordinary retail trading, with the superior opportunities it affords for profit making, should to some extent swamp the professional spirit, and there is probably no doubt that some men in business on their own account do congratulate themselves on having spent a period of time with a limited company. But this does not in any degree lessen the force of my contention that the position is weakened for pharmacist proprietors when other pharmacists accept engagements to act as virtual covers to capitalist concerns in which others than pharmacists are directly interested.

At Long Last

the Minister of Health has announced the constitution and duties of the committee which is to help to solve the problem of when is a drug not a drug (*C. & D.*, March 2, p. 269). This committee is an advisory one, and is to consider and report to the Minister upon questions from time to time referred to it by him "as to the definition of drugs or medicines for the purposes of medical benefit under the National Health

Insurance Acts." There is no mention of recognition of any list of articles to be disallowed, and it would appear that the newly-appointed committee will only be authorised to give consideration to matters which are specially referred to it by the Minister of Health. While the recommendations of the committee will undoubtedly go far to strengthen the hands of the Minister when called upon to decide whether a particular article is or is not a drug or medicine, I fail to see that they can materially affect the existing legal position which virtually allows a panel practitioner to order for his patients who are insured persons anything that he chooses to regard as a medicine.

The Excerpts

that you gave, in your "Retrospect" on March 2, from the late Mr. W. L. Howie's lecture on a visit to Canada and the United States, sent me back to a book that the *C. & D.* described, shortly after its appearance at the end of the year 1922, as "a worthy memorial"—I refer to "The First Century of the Philadelphia College of Pharmacy." This fascinating volume, of course, goes further back than the date of Mr. Howie's experiences: its first chapter, indeed, is devoted, as you have remarked, to "establishing the atmosphere of Philadelphia in the year 1821." We in this country are apt, I think, to overlook the fact that pharmacy in the United States has a considerable body of tradition behind it; and nothing in the official History of the Philadelphia College is more arresting, particularly to everyone who is in any degree possessed of the historical perspective, than this first chapter. How many British readers, for example, know the name of Elizabeth Marshall (1768-1836), probably the first American woman pharmacist? She was the daughter of a chemist and apothecary and the grand-daughter of a druggist who established himself in business in 1729. "Country doctors drew upon the Marshall store for their supplies. Alert and capable young men stood behind the counter and worked in the back room mixing medicines. From six to twelve of these were constantly employed, and the store was a practical school. . . ." This is one of many vignettes that add to our knowledge of pharmaceutical history. The marshalling of the facts by means of which

The Stage is Set

in this chapter for what is to follow is a notable piece of work. We are told of the shifts of the early settlers. "At first preachers . . . could apply ointments and plasters, dress a wound and dose a suffering creature with calomel, ipecac., jalap and tartar emetic. . . . Each community was likely to have some matron who would gather, sell and prescribe 'yarbs,' and a man more deft, or perhaps only more audacious, than his neighbour, who would cup and bleed, or draw an aching tooth." Examples of the medicinal use of native wild plants follow, and then we are introduced, "at the very moment when the College was being formed in Philadelphia," to a quack styling himself an Indian physician. The Indian was not the only unorthodox vendor of remedies. Announcements of the secret medicines of a certain Dr. Dyott, and certificates of his cures, "half filled a page, day after day, in the 'Aurora,' the 'Democratic Press,' and other newspapers. . . ." Dyott had, however, a serious rival in Abraham Small, a bookseller. Another topic of the first interest is that of early efforts towards separating pharmacy from medicine. An account of the Pennsylvania Hospital, written by no less a person than Benjamin Franklin, includes the information that in 1752 an apothecary's shop was opened in the hospital and an apothecary was appointed to attend there daily. A leading physician of the day, Dr. John Morgan, said in the course of a lecture delivered in 1765:—"We must regret that the very different employment of physician, surgeon and apothecary should be promiscuously followed by any one man. They certainly require very different talents." *Mutatis mutandis*, the apothecary has now become the chemist, pharmacist or druggist: he is the subject of depreciative comments by many a dispensing doctor, and returns the compliment. With this slight difference, we are still talking, in the year 1929, in the same strain.

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In a recent conversation with one of the leading druggists' sundriesmen in this country we were told that his stock of proprietary perfumes amounted to 108 different kinds, each of which is available, on an average, in four sizes. The corresponding figures for face powders were seventy-eight and four respectively, but in this case the number is further augmented by the range of shades in which the powders can be supplied. Almost equal variety obtains in a number of allied lines, such as creams, rouges, lip-sticks, shaving preparations and talcum powder. With such multiplicity of articles for which demand ebbs and flows according to popular fancy it is by no means possible to supply every order from stock, though the promptitude with which new lines and those in small request are invariably procured reflects considerable credit on this branch of wholesale dealing. But the chemist, too, has his problems; for instance, which and how many of the above-mentioned products can he safely stock or overlook. The sale of these preparations is a stage in the evolution of the chemist's business which is of importance both on account of its volume and profit—so much so that apart from other retailers endeavouring to obtain a portion of it, there is a tendency for this class of business to become a distinct branch. To prevent such intrusion—or exodus—is not an easy matter, involving as it does both buying and selling. As we explained in the *C. & D.*, 1928, II, 312, our American *confrères* have attempted to grapple with the problem of the ever-increasing number of toilet articles by means of a nation-wide census, and during the past twelve months have published a series of reports on the stock and turnover of various sizes and types of businesses. The investigations have lately been completed and the final conclusions issued. Whatever may be the case in the United States, we do not think that the points to which attention is called would, on the whole, be regarded as discoveries by chemists on this side of the Atlantic, while if many druggists effect much change in their stocks or turnover it would seem that either business training or acumen has been lacking—a state of affairs the reverse of what we have been led to believe. There are, however, some matters brought out by the report which are of interest; for instance, the census reveals that over 50 per cent. of the average number of brands of face powders carried by drug stores of all classifications are regarded as slow sellers; almost 40 per cent. of the shaving preparations carried in stock are slow sellers; about 40 per cent. of the tooth-pastes carried are slow sellers; over 50 per cent. of the cold creams are slow sellers; over 65 per cent. of the talcum powders are slow sellers; about 55 per cent. of the hair tonics sold by druggists are slow sellers. Another of the facts produced by the census is that, with the exception of fast sellers, druggists all over the country purchase all of their toilet items in lots only of a quarter- or a half-dozen. Fast-selling items are usually bought in quantities of a dozen or more, depending on the terms offered and, of course, upon a store's individual sales of the particular items. According to the survey, the largest stores on the average have the most fast sellers

and carry the largest assortments, as would be anticipated. The following table shows the usual number of brands carried by the various classes of businesses:—

	Sales under £12 a day	Sales £12 to £20 a day	Sales over £20 a day
Hair tonics ...	12	16	20
Hair dressings ...	10	12	15
Shampoos ...	9	10	14
Shaving preparations	11	16	20
Tooth pastes ...	16	20	26
Face powders ...	22	30	42
Rouge compacts ...	8	12	16
Hand lotions ...	7	9	10
Lipsticks ...	5	7	10
Cold creams ...	11	13	20
Vanishing cream	7	14	15
Perfume extract	6	8	12
Toilet waters ...	6	8	12
Talcum powders ...	20	28	32

Other tables are given showing the number of brands carried by businesses of various sizes and how many of the lines can be classed as fast and slow sellers. The problem in scientific stock control is to find the smallest stock which can be safely carried and still make the largest possible amount of profits. In connection with the table given above, the Druggists' Research Bureau suggests that where the number of brands in stock is above the average, the druggist should consider whether his stock can be simplified without serious effects upon sales. On the other hand, if the number of brands in these lines is below the average, the druggist may be losing sales through lack of variety in his stock. Increased sales mean increased profits, if expenses remain constant, while incomplete assortments lose sales and customers. But stocks too large and too diversified slow up turnover and cut down profits, apart from the fact that goods on hand too long may spoil, fall off in demand, take up extra storage space, and are liable to become lost. There are three ways in which a retailer can increase his business: (1) By sales to new customers; (2) larger sales of merchandise already stocked to present customers; (3) sales of new goods to present customers. The first method has its limitations, so that the other two offer the greatest prospect of success. Nearly every chemist has articles in his stock which are bought by one customer only, and in such instances the trouble and investment involved renders the transactions, as a rule, unprofitable. On the other hand, the customer may be a purchaser of many other items which can be sold at a profit, so that the loss in one case is counterbalanced in another, and goodwill is created. For the occasional needs of these customers the mistake is not in stocking the items, but in carrying them in more than minimum quantities. We have previously shown (*C. & D.*, 1928, II, 665), and it is emphasised by the Bureau, that half a gross of articles comprising twelve different lines has more selling power than if they were all identical. On the other hand, the same quantity of a popular and ready seller is bound to produce more profits at less risk than if divided between twelve items unsuited to the chemist's customers. The point is that a half-gross purchase of twelve popular and ready sellers is more profitable and less risky than the purchase on the same terms of half a gross of one of these articles. It is evident that American business men have implicit faith in statistics, but whether this trust is justified is open to question. For example, when a manufacturer is considering the introduction of his products on the British market he first procures one or more investigation reports from semi-official or other sources, such as Consular reports, the Chamber of Commerce or advertising agents who specialise in this work. Many inquiries connected with these investigations are addressed to *THE CHEMIST AND DRUGGIST* in the course of the year, the majority being for statistics that are not available, and which if they

were would be mainly untrustworthy. A typical question is: How many tubes of tooth-paste are sold in Great Britain in the course of the year? Further, it is evident that some of these "investigators" have little knowledge of how to obtain information, as the number of chemists in business in this country quoted in an advertising agent's list which we saw recently over-estimated to the extent of nearly 2,000. It may interest some of our subscribers in the retail to know of another method by which these investigation reports are compiled. The agent sends a representative (who may or may not be intimately acquainted with the class of article in which for the time being he is interested) to visit, say, a dozen businesses in the cities and larger towns to ask if there is an opening for a product of a certain nature, or if it is likely to be well received. From the answers the report is compiled, sent to America, and in due course the chemist stocks another item, similar in many respects to several he has already on his shelves.

The Position of Tragacanth

DURING the past few months a fair amount of interest has been displayed in the general position of gum tragacanth, and although stocks have increased in consequence of the bigger shipments of the past few months, prices have been fully maintained, except for the very low grades. The position to-day in regard to the lower grades is vastly different from that of two years ago, when exceedingly high prices were secured for even low hoggie gum, due to the short supplies then in existence. In response to urgent recommendations from importers here, heavy shipments of these low grades were made from Turkey, Persia and Syria, with the result that the market was flooded with these qualities, and during the past six months it has been difficult to sell this grade except at a heavy sacrifice on the original valuation when imported. In view of the anxiety of owners to sell, buyers have been quietly purchasing the grades of low Persian leaf at from 90s. to 140s. per cwt., and we find that the stock is gradually getting into stronger hands. Regarding the medium to good clean yellow Persian leaf valued at from £11 to £15 per cwt., which for a considerable time was very short, we find this is now in slightly better supply, and buyers are at present not experiencing such a ready demand for this particular class of gum. During the past few weeks arrivals have been more plentiful, and it should be borne in mind that at this season most of the new crop gum is shipped, and the bulk of the arrivals should be here by the beginning of May. As the second crop shipments usually arrive about six months later, viz., October, the market in the interim has to live on the existing stock shipped from the first crop. However, it is only fair to point out that since the war the number of importers of tragacanth has increased considerably, with the result that arrivals are taking place throughout the year, regardless of what the market generally knows as the "arrival period." During the past few months there has been a slight improvement in the grading of the gum, but we have recently noticed several shipments of medium quality which have arrived very badly sorted, the result being detrimental to the shipper, as there is considerable difficulty in selling these mixed parcels. We consider that the London brokers should strongly impress upon their shippers the necessity of uniformity in quality and the more careful grading of the gum at primary source. It is very seldom now that tragacanth is resorted in London, as the cost of this operation is far too expensive on account of the heavy London dock charges. We still continue to hear that the United States, who are the largest consumers, are purchasing most of their supplies direct from origin, with the obvious result that the few parcels they purchase from London nowadays are only to meet their urgent requirements. The direct

purchases made by American houses immediately following the war period proved so unprofitable that one would have thought that they would have been content to purchase from the London market, even at a higher price, rather than take the risk of being continually "flogged" by the natives. The tragacanth business is purely a consignment one, and although London is willing to enter into forward contracts in almost every commodity handled on Mincing Lane, tragacanth is an exception, as the risks on quality are far too great for any reliable dealer to negotiate. We give below figures to illustrate how the London stock has fluctuated since 1918, together with the approximate values (per cwt.) ruling during this period. We have chosen No. 1 grade to represent the values:—

March				London Stock Packages	Value per cwt. of No. 1 grade		
						£	£
1918	...	...	...	3,015	...	40	to 50
1919	...	...	...	1,977	...	45	" 55
1920	...	...	...	3,003	...	110	" 120
1921	...	...	...	15,460	...	105	" 110
1922	...	...	...	17,603	...	70	" 75
1923	...	...	...	14,615	...	38	" 40
1924	...	...	...	13,497	...	30	" 32
1925	...	...	...	6,179	...	31	" 32
1926	...	...	...	6,349	...	31	" 33
1927	...	...	...	10,104	...	30	" 32
1928	...	...	...	6,379	...	30	" 32
1929	...	...	...	10,200	...	29	" 31

From the above statistics it will be observed that stocks at the moment are practically normal, whilst prices are fairly reasonable. Values are generally on a much higher plane than before the war, as in 1914 the value of No. 1 grade varied between £17 and £19 per cwt. As to future prospects, with the steadier arrival of supplies, we see no reason to anticipate higher prices in the near future, especially for the medium grades. On the other hand, with the steady demand that has recently been shown for the cheaper grades, combined with the absence of any heavy arrivals, there is every possibility that before the end of the year we shall see higher prices paid for the low industrial qualities.

Westminster Wisdom

Notes on Parliamentary Matters

HEROIN

Mr. Cecil Wilson asked the Home Secretary, on February 28, whether, seeing that the heroin available for internal consumption in 1924 was 909 kilos, that the manufacture and imports in the following year was 344 kilos, the exports and re-exports 236 kilos, and the weight available for internal consumption 108 kilos, he can explain what became of the balance of 1,017 kilos in 1924 and 1925, seeing that this is many times the quantity available for internal consumption in other years?

Sir W. Joynson-Hicks: The explanation is that the figures include 745 kilos of heroin in 1924 and 15 kilos of heroin in 1925 which were not used as such but were reconverted into morphine. If these figures are subtracted from those quoted as available for internal consumption, it will be found that the balance in each year approximates to the general annual average of the surplus of heroin imported and manufactured over that exported and re-exported. The bulk of the heroin so reconverted consisted of illicit consignments to the Far East which were seized at Hong Kong and sent home to this country for disposal.

PATENT OFFICE

Replying to a series of questions put by Mr. Pethick-Lawrence on March 5, the President of the Board of Trade (Sir Philip Cunliffe-Lister) stated that he believed there was a very sudden accumulation of applications entirely out of proportion to the ordinary number in a normal year. In the case of applications accompanied by

complete specifications an applicant has, on the average, to wait seven months before the result of the first official action (examination and search) is communicated to him; in the case of applications accompanied by provisional specifications the result of official action is usually communicated within a fortnight; in the case of complete specifications filed in pursuance of applications originally accompanied by provisional specifications an applicant has to wait, on the average, about three months before the result of official action (examination and search) is communicated to him. The surplus of income derived from the fees for patents, etc., over the expenditure of the Patent Office paid over to the Exchequer amounted to £112,939 in 1927. He was advised that the actual fee which is charged for the consideration of an application for an original patent is inadequate to cover the amount of work done. He did not think it necessary, in the interests of the taxpayer, that fees for renewals, which are paid by owners of successful patents, should be exclusively used for reducing below the cost the fees on original patent applications.

New York Cosmetic Bill

OPINION was strong against an abortive attempt to introduce a Bill interfering with the cosmetic trade in the New York Assembly last year, and the question has been reopened by fresh proposals in another measure which has now been referred to the committee on public health. Such Bills, together with several important tax measures, are being put forward in almost every State in the Republic, and trade associations are making strenuous efforts to counteract these enactments. There appears to be no really good reason why these restrictions are being sponsored, but we select the New York Bill as one which, though probably not typical, is obviously framed by some idealist who knows nothing about the business. The Bill has for its aim the amendment of the public health law in relation to the contents of cosmetics and their labelling. The following are some of the sections:—

Cosmetics to be Labelled; Contents.—No cosmetic preparation to be used as a hair dye, hair tonic, dye remover, face bleach, face cream, face powder, rouge, mouth wash, toilet water, or depilatory for external applications for the purpose of beautifying, embellishing, cleansing, perfuming, or conditioning the hair, scalp, eyes, nails, or the skin of the face, ears, neck, bust, arms, or hands of the human body, shall be sold, offered or exposed for sale, or given away unless the package or container has affixed to it a label in a form to be prescribed by the commissioner of public health stating: "The formula from which this preparation is made contains no arsenic lead salts, lead mixture, para-phenylenediamine, para-tolylene-diamine, para-phenyl-diamine, aniline derivatives, bichloride of mercury in excess of two per centum, mercury or any compound of mercury except calomel, or phenol in excess of ten per centum by weight in fatty or other solid or semi-solid base, or in excess of three per centum by weight in any solution." Such label shall also state the name and address of the manufacturer or compounder and the year when the article was manufactured or compounded, together with the ingredients used therein but need not state the quantities. Any person who shall sell or offer or expose for sale or give away any such cosmetic preparation which on chemical analysis is found to contain any of the prohibited ingredients in a quantity sufficient to be injurious to health or any person who shall sell, offer or expose for sale or giving away any such cosmetic not so labelled, shall be guilty of a misdemeanour, punishable on conviction by a fine of not exceeding five hundred dollars or imprisonment in a county jail or penitentiary for not exceeding six months or by both such fine and imprisonment. The commissioner of health, acting through the district attorney of each county, shall be in charge of the provisions of this article.

This act shall take effect July first, nineteen hundred and twenty-nine.

It is clear to the most casual observer that the promoter has not studied the rudiments of his *flair* on behalf of public health, and it furnishes food for thought if not for amusement to cogitate on how he proposes printing seventy-one words on a label for a lip-stick, not to mention the disfigurement of any toilet package label with such a chapter of words.

Pharmaceutical Society of Great Britain Council Meeting

A MEETING of the Council was held at 16 Bloomsbury Square, London, W.C.1, on March 6, Mr. Herbert Skinner (president) in the chair.

ABSENT MEMBERS

The PRESIDENT referred sympathetically to the absence of Mr. Antcliffe, whose wife was seriously ill, and Mr. Sargeant, who had lost his wife since the last meeting of the Council. He was sure the Council would wish him to send a note of sympathy to Mr. Sargeant in his bereavement.

ELECTIONS AND RESTORATIONS

Thirty-five persons were elected members of the Society and thirty-eight persons as student-associates. Two persons were restored to the Register and a number to the Society. The registrar reported that eighty persons had been registered as apprentices or students.

The PRESIDENT asked if the number of apprentices or students was higher or lower than usual.

The REGISTRAR replied that it was lower. The results of the Christmas examinations usually made the February list very heavy, but such was not the case this year.

CORRESPONDENCE

A letter was read from the International Pharmaceutical Federation asking for the names of delegates to the Central Committee for 1929. Those appointed were Professor Greenish, Messrs. Gamble, Hampshire, Hines, Neathercoat, Peck, Sargeant, Rowsell and the secretary.

PHARMACOLOGICAL LABORATORIES

The annual report of the pharmacological laboratories was received.

The PRESIDENT said he supposed members of the Council had had a look at the report. He felt that it was satisfactory. They would notice that the fees from the laboratories had come in pretty freely, but they still did not cover the costs, and the rise of income was not quite in the same order as the increase in expenditure. Testings showed an increase, being 156 against 126 in the previous year, and in the nutrition department 184 samples had been handled, compared with 43 in the preceding year. He also called attention to the increased number of publications which had come from the laboratories. He thought everything about the report justified the action of the Council in setting them up, and it must be gratifying to the members to know they were making progress in that department at least. (Hear, hear.)

EDUCATION COMMITTEE

The report of the Education Committee showed that a number of schools had been recognised for the teaching of specific subjects in connection with the Society's examinations. The Committee also stated that they were ascertaining from teachers and examiners whether an educational meeting at the Dublin Conference was considered desirable.

Mr. BEARDSLEY drew attention to the report of the meeting of the Education Committee submitted at the last meeting of the Council, and asked whether the report in the Journal with reference to the training of apprentices in wholesale houses was correct.

Mr. PECK said the matter was easy to explain. While the Council had agreed in principle, that was subject to certain conditions which would be decided upon later, and it would probably be years before the regulations could be altered.

The PRESIDENT: Is that satisfactory to you, Mr. Beardsley?

Mr. BEARDSLEY: Yes, for the time being.

The report was adopted.

BENEVOLENT FUND

The report of the Benevolent Fund Committee showed that fifteen applications had been received and grants made ranging from £26 to £40. The following special

contributions were announced:—Rhyl and District Branch, £24 1s. 6d.; Benger's Food, Ltd., £5 5s.; H. R. Matthews, £5 5s.; J. G. McMillan (Chicago), £5; Bolton and District Branch Student-Associates, £5 5s.; H. J. Padwick, £1 4s.; H. J. Kluge, £5; Harrogate Branch, £5 5s.; Glasgow Pharmacy Club, £7 6s.; Birmingham Pharmaceutical Association, £18 16s. 5d.; Harrogate and District Pharmacists' Association, £2 12s. 4d.; Nottingham and District Branch, £3 8s. 6d.; West Ham and District Association of Pharmacists, £50; R. C. Tween, £1 1s.; Nottingham and District Branch, £2 14s.; Monmouth and Newport Branch, £20. *Orphan Fund*.—West Ham and District Association of Pharmacists, £25.

Mr. SIMMONS said he thought the contributions of West Ham and the Monmouth and Newport Branches called for the Council's appreciation. West Ham was a comparatively small Association, and their splendid contribution was largely due to the excellent work done by Mr. Beardsley, who, as well as being a member of the Council, was president of the West Ham Association, and also to the efforts of the indefatigable secretary, Mr. Reed. The Council were deeply indebted to the Association for their generosity.

The PRESIDENT pointed out that the money from Newport was from an even smaller branch than West Ham. The cheque was presented to him when he attended the annual dinner, and was not collected at the function itself. He thought the contribution was very creditable.

Mr. SIMMONS: I only wish you could attend more Association dinners, Mr. President, for I remember that at Cheltenham you had a cheque presented to you.

Mr. BEARDSLEY explained that of the West Ham donation only £10 was collected at the dinner, the remainder being raised by the members of the Association previously. The report was adopted.

WAR AUXILIARY BENEVOLENT FUND

The Committee of this fund reported that during the month six applications had been considered, and recommended that grants ranging from £20 to £160 be made. The report was approved.

BRITISH PHARMACEUTICAL CONFERENCE

A report was submitted by the Committee of the British Pharmaceutical Conference. This stated that it had been decided to ask the Publications Committee of the Council to consider the insertion of a loose page letter signed by the officers of the Conference in an issue of "The Pharmaceutical Journal." The Executive agreed to a suggestion from the Local Committee that a note about the Conference should be printed on the wrappers of "The Pharmaceutical Journal" during the weeks preceding the Conference. Dr. Hampshire reported the receipt of letters from the Cardiff and Manchester Associations confirming the invitations for 1930 and 1931 respectively for meetings of the Conference.

The PRESIDENT said, with regard to the invitation to all members to attend the next Conference, that the Local Committee at Dublin, and especially the energetic Mr. Hanna, were very keen on an invitation being given to all pharmacists throughout the country. Mr. Hanna wanted to get 500 or 600 to the Conference. A lot of work had been done, and the Local Committee were providing an excellent programme. The local arrangements were well advanced, and it only remained for members to support the Conference.

Mr. SIMMONS asked if the rebate given by the railway company could not be extended. At present it expired on the Friday, which was too early.

The PRESIDENT said they were hoping to get an extension. The report was adopted.

FINANCE COMMITTEE

The financial statement showed that receipts since the last meeting, including a balance of £37 3s. 10d., amounted to £3,783 9s. 3d., comprising the following items:—Subscriptions, £6,266 8s.; examination fees, £478 16s.; registration fees, £235 4s.; certificates of qualification, £4 4s.; Pharmacological Laboratories, £380 9s. 4d.; penalties, £104 12s. 6d.; "Pharmaceutical Journal," advertisements, etc., £1,047 11s. 9d.; Quarterly Journal, £46 7s. 6d.; "Pharmaceutical Pocket

Book." £16 3s. 7d.; Pharmaceutical Press publications, £16 10s. 11d.; Registers, £20 16s. 3d.; B.P. Codex, £64 8s. 3d.; School of Pharmacy, £21; wage deductions for F.S.S.U., £43 15s. 4d. Payments ordered at the last meeting amounted to £5,922 17s. 10d., and £2,850 was transferred to deposit account, leaving a balance of £10 11s. 5d. The balances on the other accounts were:—Benevolent Fund (current account), £22 15s. 7d.; Benevolent Fund (donation account), £21 19s. 10d.; War Auxiliary Benevolent Fund, £12 8s.; Orphan Fund, £43 2s. 3d. The report recommended that accounts amounting to £6,033 3s. 10d. be paid, and that the action of the secretary in making payments amounting to £955 11s. 7d. be approved. The report was adopted.

ORGANISATION COMMITTEE

This Committee reported that they were of opinion that the following two subjects would be suitable for discussion at one meeting during the Dublin Conference:—(1) "Schedules for poisons and potent drugs, the distribution of which should be restricted"; (2) "Pharmaceutical research: its present position and future possibilities." For the other meeting the Committee suggested the following subject:—(3) "Is an imperial or international pharmaceutical qualification desirable?" to be introduced by the president. The Committee were also of opinion that, should it be available sufficiently early, the report of the Inter-Departmental Committee relating to the Poisons and Pharmacy Acts should form the subject for discussion at the two meetings, instead of the three subjects described above.

Mr. NEATHERCOAT suggested that the choice of persons to introduce the subjects at the Conference should be left for the president and himself to decide in consultation. With regard to the conversazione, 540 persons were scheduled as having been present, which was a sufficient justification for the Council to reintroduce such a function. He thought the success of the affair was due, in large measure, to the great interest shown by the president. He believed the pharmacists of the country would wish for a similar function to be held at frequent intervals, as it provided an opportunity for members in the country to renew acquaintance with what was being done at the headquarters of the Society for the benefit of the pharmaceutical community. The Society had a great deal to show of which some of the members knew very little.

The PRESIDENT said he had received quite a number of letters of appreciation of the conversazione, and the enthusiasm manifested showed that it would be wise to repeat the gathering at periodical intervals—every alternate year or something like that. Probably Mr. Neathercoat would consider that. The affair involved a considerable amount of work on the part of the officers of the Society at Bloomsbury Square, and they and the students had thrown themselves whole-heartedly into the work of preparation. He had had a personal letter sent to those responsible, thanking them for their efforts, but would like it to be recorded on the minutes that the Council appreciated all they had done to make the conversazione a success.

The VICE-PRESIDENT associated himself with the tribute, and said the affair was unique. He thought it was a pity that more provincial members did not attend.

Mr. JENKIN also congratulated the Organisation Committee and the staff on the work they had done. He suggested that in future the programme of the affair should be published at least a week in advance. If the programme was prepared earlier or a digest was published in the Journal, that would greatly extend the value of the affair.

The PRESIDENT pointed out that a full page of the advance programme appeared in the Journal.

Mr. HINES said he wanted to link up provincial men. He hoped an opportunity would be given to members in the provinces to see the exhibits.

The PRESIDENT remarked that there were quite a number of provincial members at the conversazione.

Mr. NEATHERCOAT said the intention of the Committee had been to get the programmes available a little earlier, but the printers found it impossible, and they were late in arriving. The report was adopted, and the resolution of thanks to the officers and students was carried.

This was all the public business

Branch Meetings

Glasgow.—A meeting of the Glasgow and South-Western Scottish Branch of the Pharmaceutical Society was held recently. Mr. H. P. Arthur, chairman of the Branch, presided. The chairman introduced Mr. H. N. Linstead, who delivered his address. Dealing first with the position in connection with the publication in the near future of the Report of the Inter-Departmental Committee on the Poisons and Pharmacy Acts, Mr. Linstead pointed out that any discussion on this subject, although it must of necessity be handicapped by reason of the Committee having held its meetings in private, would yet always be of value. It might well be that, when the report was published, particularly if it were to be followed by legislation, there would not be time for such detailed consideration of matters of policy with individual branches as there now was. The speaker dealt with a number of subjects which the report was likely to bring into prominence, and suggested what should be the Society's attitude upon them. Turning from this to educational matters, he reminded those present that there still remained to be solved the problem which had come to be known as "co-ordination," probably with the consolidation of the examination regulations which was contemplated in the near future this problem would again come into prominence. Was it desirable, and if so was it practicable, for the course for the Pharmaceutical Chemist examination to be so devised that at the end of the first year a student could take his Chemist and Druggist examination? His own view was that it was desirable, because it was the natural and unforced way of encouraging students to go forward to the Major qualification, but that it was not practicable at the present moment. With the Pharmaceutical Chemist syllabus containing two pure science subjects, it was practically impossible for a course to be devised which would enable those science subjects to be studied in the first year as a basis for the applied science of the technical subjects, and for a candidate in that first year to cover the Chemist and Druggist ground, which must of necessity be technical. He thought the solution would be found in the devising of such a syllabus for the Pharmaceutical Chemist examination as would enable the Chemist and Druggist syllabus to be worked into its first year. In appealing for increased subscriptions to the Benevolent Fund from the Glasgow area, Mr. Linstead referred appreciatively to the work that had been done by the Cheltenham Branch for the Fund. In the discussion which followed the following members took part:—Messrs. McVittæ, Hendry, Cruickshanks, Duncan, Wood, Black, Sladen, D. G. Mackenzie, E. Arthur, McKinnon, Schorn, Todd, Sinclair, Climie, Thomas and Abbott. Mr. Linstead replied to the various points raised in the discussion and questions asked.

Portsmouth.—A gathering of members of the Portsmouth Branch of the Pharmaceutical Society and student-associates was held on February 27, Mr. G. W. Darling in the chair, when a lecture was given by Dr. Stanley White (Parke Davis & Co.) on *Biological Materia Medica*. The lecture was illustrated by lantern slides and two cinematograph films of Messrs. Parke Davis & Co.'s laboratories and biological farm at Detroit, U.S.A., for the preparation of antitoxin, serums and vaccines. A vote of thanks was proposed by Mr. T. O. Barlow, seconded by Mr. F. Hemming, of the Municipal College.

Swansea.—A meeting of the Swansea, Neath and Port Talbot Branch, attended by pharmacists, students and apprentices, was held on February 21. A lecture, illustrated by films and lantern slides on *The Application of the Micro-Organism to Medicine* was given by Dr. Stanley White. Mr. John Rees (treasurer) proposed and Mr. J. S. Gilbert (vice-president) seconded the vote of thanks, which was supported by Mr. Harold Davis, Ph.C., head of the department of pharmacy of the Swansea Technical College, who referred to the fields of Indian hemp shown on the film, and asked Dr. White if the hemp was as good as the official variety. The reply was in the affirmative. He also referred to the thyroid gland extract, which, according to the B.P., was only to be obtained from the sheep, whereas it was impossible to get a more satisfactory extract than that from the pig.

Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist and Druggist,' 42 Cannon Street, London, E.C.4."

QUALITATIVE ANALYSIS

A MIXTURE of not more than three salts will form the subject of the next exercise in qualitative analysis. The mixture may contain metallic and acidic radicals occurring in the British Pharmacopœia, or any of the commoner radicals not mentioned in that work, and is to be submitted to a thorough systematic examination, all its constituents are to be detected, and proof is to be given that the substances detected are the only constituents of the mixture.

Students' applications for portions of the mixture of salts (accompanied by a *stamped and addressed envelope*, not a stamp merely) will be received up to Tuesday, March 12, on which day the samples will be posted. Students' reports will be received up to Saturday, March 23. Each report should contain a concise account of the work done, and should include a list of the constituents detected. In this list any substance regarded as an accidental impurity should be distinguished from the essential constituents of the salts composing the mixture.

The analysis announced above forms the fifth exercise in the analytical tournament for the current winter session. The usual monthly first and second prizes in this series of analyses will be awarded only to apprentices or assistants who are preparing for the Qualifying examination of the Pharmaceutical Society of Great Britain or of Ireland, which fact *must be attested on their reports*.

Report on the February Analytical Exercise

THE powder distributed to students on February 5 contained four parts by weight of zinc hydroxycarbonate, five of barium nitrate, and one of potassium chromate. The calculated composition of such a mixture is:—

Zn	...	...	...	...	22.9
Ba	...	...	...	...	26.3
K	...	...	...	...	4.0
CO ₃	...	...	...	...	7.0
NO ₃	...	...	...	...	23.7
CrO ₄	...	...	...	...	6.0
OH	...	...	...	...	8.0
H ₂ O	...	...	...	...	2.1

100.0

Samples of the powder were distributed to thirty-one students and twelve reports were returned for examination. All the main constituents of the mixture were not detected by any single student. The failures in the detection of these were:—(a) Metallic radicals: Zinc, 7; barium 3; potassium 3. (b) Acidic radicals: Carbonic, 3; nitric, 5; chromic, 3. Only four students reported the evolution of water when the powder was heated in a dry tube, although this amounted to about 6 per cent. The failures were in decidedly greater proportion than usual, and it is not easy to understand how they could be so numerous in the cases of zinc and of the nitric acid radical, in particular, since both of these were present in large quantity.

The powder dissolved readily in dilute hydrochloric acid, with evolution of carbon dioxide, and the colour of the solution, as well as that of the original powder, gave at least a hint of the possible presence of a chromate.

A few of those who at once passed hydrogen sulphide through the solution in hydrochloric acid reported the precipitation of sulphur at this stage, and the accompanying change of the colour of the solution from orange to green, and they correctly attributed these results to the oxidising action of the chromic acid radical, but the majority simply reported "no precipitate" and passed on, having apparently failed to observe the changes. In one case only was the chromic acid radical reduced to chromic salt by boiling with concentrated hydrochloric acid before hydrogen sulphide was passed,

whereby the separation of sulphur was avoided. The chromium, converted by reduction into chromic salt, should have been met with and recognised in the iron-group precipitate; but those who detected it in the form of chromate did not all succeed in identifying it in that group.

In the report on the December exercise, comment was made on what seemed to be the too casual nature of the testing for zinc as sulphide, and attention to this still appears to be needed. Since zinc was present in the powder to the extent of well over 20 per cent., it is remarkable that more than half of our correspondents should have failed to observe any sulphide precipitate on adding ammonium sulphide, or on passing hydrogen sulphide into an ammoniacal solution, at the proper stage, and the fact points to the need for particular care in securing suitable conditions for the test. The added ammonium sulphide should be sufficient in quantity, but any considerable excess should be avoided, the mixture might be warmed gently, and some time should be allowed for the precipitate to separate.

There is often some uncertainty about the test for nitrate by means of ferrous sulphate and concentrated sulphuric acid when applied to coloured solutions such as that resulting from the boiling of the present mixture with water and sodium carbonate. The most satisfactory way to deal with the matter usually is to employ the excellent alternative test with salicylic and sulphuric acids. A test for nitrate frequently applied by our correspondents, using zinc and potassium iodide in presence of starch and dilute sulphuric acid, is not to be commended, since a blue coloration is slowly developed in the absence as well as in the presence of a nitrate. Students should examine this latter point experimentally for themselves, and then decide to adopt a more trustworthy test.

PRIZES

The First Prize for the best analysis has been awarded to:—

FRANK HARTLEY, 20 Lomeshaye Road, Nelson, Lancs.

The Second Prize has been awarded to:—

REGINALD V. MOORE, 71 Artisan View, Heeley, Sheffield.

First Prize.—Any scientific book that is published at a price not greatly exceeding fifteen shillings may be taken as a first prize.

Second Prize.—Any scientific book which is sold for about seven shillings and sixpence may be taken as a second prize.

The students to whom prizes are awarded are requested to write at once to the Publisher, naming the book or books they select.

MARKS AWARDED FOR ANALYSES

F. Hartley (first prize)	...	...	81	Percy	...	...	75
R. V. Moore (second prize)	...	...	80	D.O.R.A.	...	...	71
Glen	...	...	79	Dot	...	...	51
Jacko	...	...	79	Phosphene	...	...	51
Rambler	...	...	79	B.O.M.A.	...	...	44
				Eleven	...	...	38
				Argentum	...	...	20

(To be continued.)

ROYAL BOTANIC GARDENS, KEW.—A grant of £1,200 per annum for three years and £1,380 in the fourth year has been made to the Royal Botanic Gardens, Kew, by the Empire Marketing Board in order to further the carrying out of a complete survey of the flora of the British Empire.

SHOPPING WEEKS CONDEMNED.—Addressing the Bradford Publicity Club, recently, Mr. W. S. Boustred said:—"Shopping weeks are a farce. I have seen a few in my time, and I have not yet heard of a shopping week that has proved worth while. When a shopping week was held," he added, "retailers were apt to fill their windows with goods below the usual price; and when people came into the town again and saw the goods marked back at their proper prices, they 'got a nasty jar.'"

Machine-Made Lemon Oil

LEMON oil has until recently been produced on a commercial scale in Calabria and Sicily by the sponge process. Hand-pressed oil, although of fine odour and good quality, requires much time to produce, and is expensive on account of the manual labour involved. The following is an outline of the sponge method. The lemons are cut in half, the pulp scraped out of each cup and this subsequently used for the production of lemon juice or calcium citrate. The rind is then soaked in water for a few minutes in order to make it swell and render the extraction of oil easier. After a period of about twelve hours the peel is taken to the pressing room (sala di strizzamento) which has a dark, cool atmosphere, the temperature being usually below normal on account of the deleterious action of light, heat, and air in the newly-pressed oil. The pressing operation consists in squeezing the peel against a sponge, which in turn is squeezed into containers (conculine), out of which it is subsequently decanted. After successive decantations it is finally put into large copper vessels (rameroni), where the oil freed from suspended matter and small quantities of water is limpid, and in such condition is put on the market.

Such a system of extraction is not economical on account of the number of workers which must be engaged. Many Italian producers are now installing machines in order to compete with other oil-producing areas. Machines were introduced into the Italian industry about twenty years ago, reported E. Berté, in a paper read before the first Italian Congress of Pure and Applied Chemistry, but were not at that time successful in competing against the ancient sponge method.

CALABRIAN MACHINE-MADE OIL

In Calabria, however, by putting into practice the same system of extraction as that adopted for oil of bergamot, machine-made lemon oil has been produced for several years. The machine used in Calabria consists of a circular plate studded with small, round knobs each on a quadrangular base, on which the lemons are placed. This plate is lowered into a vertical drum and a second plate having a channelled undersurface—the small grooves running from the periphery to the centre—is lowered on to the fruit and kept down under slight pressure. This is revolved in the opposite direction to the bottom plate. By this motion the lemons are scratched superficially and the essential oil together with water (naturally contained in the peel) is collected. The raspings of peel are left on the bottom toothed plate which is cleaned from time to time with a brush.

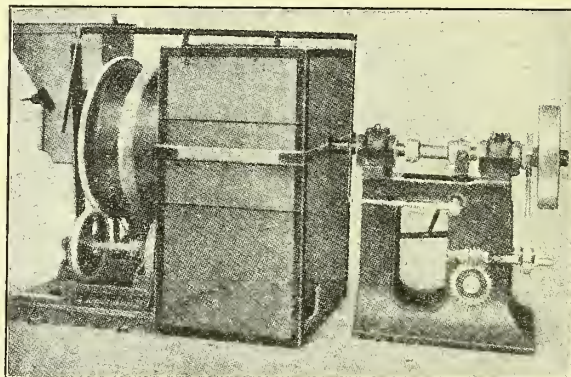
The essential oil obtained, mixed with water and vegetable matter, is strained through woollen filter bags, cone shaped and suspended by iron rings, the straining being done in the dark and in copper vessels to exclude as much air as possible. The vessel in which the filtered oil is collected is fitted with a tap for the removal of the oil which floats in the surface of the water. By this process from 1,500 lemons the yield is one kilo of oil.

Such an essential oil is usually sold at a price even higher than sponge-pressed oil, both on account of its odour and on account of its use in the adulteration of oil of bergamot. The colour is yellowish to yellowish-green, and similar to oil of bergamot. Calabrian machine-made oil has the following characters:—S.g. 0.8580 to 0.8620, optical rotation $+56^{\circ}$ to $+60^{\circ}$, the citral content varies from 3.5 to 5 per cent., and the residue is higher than that obtained from sponge oil, sometimes even as high as 4.5 per cent. The variation in citral content depends on the degree of maturity of the fruits, the oil obtained from fruit gathered during the winter months being constantly richer in citral. The sponge oil shows a similar variation in citral content for the same reason, the citral content diminishing as the fruit ripens. It should be noted that the citral content of sponge oil is higher than that of machine-made oil. The residue in machine-made oil is higher, due to the fact that the machine in rasping the external part of the lemons to break the oil cells extracts a considerable quan-

tity of solids, among which is colouring matter, composed of albumin and chlorophyll, and to which the yellowish-green colour of the oil is due. It is for this reason that the s.g. of Calabrian machine-made oil is usually high, and the citral content lower.

VINCI AND LO VERDE MACHINES

About or prior to 1923, two Sicilians, Vinci, of Messina, and Lo Verde, of Palermo, each made independently two types of machine, which, though varying widely in details of construction, were based on the same principle. The lemons, all about the same size, passed mechanically across two toothed plates, one set above the other, each plate being about 20 cm., and immersed in a wooden tank filled with water, which carried away the extracted oil afterwards to be separated by mechanical means. The yield of oil obtained by this system is satisfactory, and the process is remunerative. By using the method proposed by Vinci and Lo Verde, an oil is obtained which is yellowish-green in colour, but the characters, chemical and physical, differ widely from the Calabrian machine-made oil. This system of extraction is not altogether convenient and could be further perfected. The oil so obtained has a s.g. lower than normal, is deficient in citral, and if distilled the distillate has an optical rotation lower instead of higher, so as to give room for doubt as to the genuineness of the oil.



Analysis shows that Calabrian machine-made oil is superior in quality to that obtained by the Vinci-Lo Verde method. Bearing in mind that citrus oils in general are products easily affected by light and air, the reason of the poor quality oil obtained by the latter method is due to contact with water, which is necessary in the extraction but damaging to the quality of the essence. Some manufacturers, to balance this loss, concentrate the water-oil mixture under reduced pressure and obtain an oil which is of satisfactory odour. To obviate the inconvenience caused by the use of water in the Vinci-Lo Verde system, it has been suggested that a solvent, cheap and easily recoverable, should replace it. Such a solvent, which will give an oil of good quality and cut out waste, is dichlorethylene.

CANNAVÓ MACHINE

Another type of machine is that made by the Officine Meccaniche Cannavó, Giarve, and which is illustrated in this article. A brief description of the machine was given in the *C. & D.*, February 2, p. 134, and the quality of the resultant product was the subject of a commentary. It is stated that a battery of forty-one machines in Sicily have been capable of dealing with 400 metric tons of lemons in ten hours, the makers claiming that the yield of oil is higher than that obtained by hand pressing, and that four per cent., and very often five per cent., is the average citral content. This is lower than the citral content of hand-pressed oil, as some of the citral is dissolved out by the water used in the process. The oil is greenish in colour, and the residue left on evaporation is high.

Citrus Products

THE Italian citrus industry, neglected or mismanaged until quite recently, is receiving at the present time the attention which its importance among Italian agricultural undertakings is thought to deserve. Since 1923 certainly much progress has been made, but there are still problems to be solved in order to develop the citrus industry. In order to meet competition in the world markets, and enlarge the sphere of Italian commercial activity, the industry must be reorganised, and in doing this the lack of a manager or foreman class has been felt. Two of the biggest centres are at Tremestieri and Pistunina, and the annual work of a large factory consists in dealing with five hundred million citrus fruits. The citrus industry requires many hands if extraction of the oil is done by hand pressing, and it must not be forgotten that the working of a plant is seasonal, and that for about half the year the factory is standing idle. This fact mitigates against good organisation. Most large Italian plants have been reorganised during the last few years, and a variety of derivatives are now produced. The bulk of the work is on lemons, and there is very little waste. Lemons not exported give a series of interesting products. The peel gives essential oil, and if not damaged can be candied, but is usually pickled in brine and exported for this purpose. The pulp, when pressed, gives lemon juice, and if of first quality it is used for lemon squash, etc. second quality pulp may be fermented for alcohol production or pressed in order to recover the citric acid. Production of lemons is decreasing in Sicily, and this is due to the fact that in the last twenty years dead trees have not been replaced, and the old trees are giving poor crops. Another cause is that Italian trees are not sufficiently well looked after and are attacked by disease, this resulting in a poor yield of fruit or fruit of poor quality. A crop of diseased fruit increases the quantity that cannot be exported, and thus the fruit must be turned into derivatives. There is thus the necessity of methodical and rational treatment of citrus trees. Cultivation in Sicily is very much subdivided, the trees are sparsely planted over large areas, and the proprietors themselves are not all possessed of the means and competence to carry out successful cultivation.

CALIFORNIA

The development of this industry has been largely in the hands of Italian emigrants, and one of the reasons of its rapid growth has been the propaganda carried on by the growers. This development of the citrus industry in California has affected Italian exportation and imports of Italian lemons into the States have been steadily decreasing. Modern plant, too, has been responsible for the rapid progress of the American industry and modern methods. The orange and lemon groves are well laid out and are under scientific control. The chief danger to the Californian crop is frost, but when the temperature falls below a certain limit the groves are warmed by petroleum stoves, and by this means a certain proportion of the crop is saved. California exports citrus fruits all the year round. Oranges and lemons of the new crop are gathered in November, while the grape fruit season is in October. Canada is rapidly becoming a better market for citrus products from the States.

DERIVATIVES

The manufacture of derivatives is an art which Italian manufacturers have acquired by experience. In California, a region subject to frost, the manufacture of citrate offers a means of utilising what might be written off as an irreparable loss. Experience has shown that frost-damaged fruit even after two months had a citric acid content of 4.79 per cent. Fruit touched by frost tends to decompose, and if it must be worked up for derivatives this must be done as quickly as possible. As regards the yield of oil, frost does not bring about that damage which at first sight might be supposed, except that it does not render extraction easier. Where the frost has not damaged the surface the fruit can still

be used for candying; when the taste of the pulp has not been spoilt the pulp can be used for marmalade. The juice of citrus fruits touched with frost will not keep well in bottles unless it has a satisfactory taste at the moment of bottling. Oranges which have been damaged by frost do not lend themselves for the manufacture of citric acid or calcium citrate, the acid content of the juice being insufficient to pay for the cost of extraction. When the frost has not been severe the yield of essential oil will not be reduced, as the damage suffered by oranges is usually not serious. The peel may be candied, dried or pickled, while the pulp may be made into marmalade or juice. The grape-fruit, not yet cultivated on a commercial scale in Italy, cannot be used as a source of citric acid. The pulp cannot even be used for the manufacture of vinegar, as the sugar content is too low. The juice can be bottled, while the rind can be candied and the pulp used in marmalade. An important industry has grown up in Florida and Porto Rico in the packing of grape-fruit pulp, a relatively new product. Orange pulp and grape-fruit pulp after expressing the juice are used as fodder. In America citrus fruits destined for the manufacture of derivatives must be inspected and cleaned, this being done mechanically and drying carried out by hot air. The juice of oranges when just ripening possesses a slightly bitter taste, but this disappears if the fruits are mature. The sugar content of juice from ripe fruits is higher. In lemons the content of citric acid is greater in the immature fruit, and especially those collected in summer. In the manufacture of citric acid the physical condition of the fruit, however, is not so important as for the expression of essential oil. The commercial preparation of the juice (orange, lemon, grape-fruit) has reached in California a stage of mechanical perfection, and a new field of study has been opened in the technology of citrus derivatives.

UTILISATION OF WASTE

The manufacture of citrus products in its various branches, oil, juice, calcium citrate, citric acid, pectin, etc., is destined to become more and more important with the increasing value of "scarto." In Italy the manufacture of derivatives has already assumed an important position with the manufacture of calcium citrate. There is need for the Italian manufacturers to bring their plant up to date and increase yield and quality of the products. California is becoming a commercial centre for citrus derivatives. Increase in cultivation and production, as well as the use of modern plant, tends to cheapen the products. It should be noted that in Italy the process of transferring fruits into derivatives is considered in many areas as of first importance in the industry, while in California the citrus species are cultivated primarily for the fruits, and the importance of derivatives is secondary. In the American industry "scarto" (the fruits damaged or otherwise unsuitable which are worked up for derivatives) is much less in quantity than in Italy, no doubt due to the groves being younger and in better condition, and on account of the systematic care lavished on them. In the Italian industry normally about one-third of the crop is represented as "scarto," and it is never below 20 per cent. The utilisation of citrus fruits, lemons especially, has been an object of study and experimental work is being done by the American scientific personnel.

Italian commerce in citrus products has not improved in recent years. The commerce in fresh fruit, which in pre-war years was the monopoly of a few firms, has not increased since the war. Italian producers, however, are of the opinion that if production and exportation from the United States, Spain, South Africa and Palestine can still go on increasing, it is a sign that markets are still capable of absorbing the increased crops, and that the stage of maximum consumption has not been reached, that there are profitable markets, and that the Italian industry has been losing ground to the advantage of others. Propaganda work from the Italian side has been neglected, and there is also need for better selection of the merchandise, control of dispatch, and rational distribution of fresh fruit according to the markets.

The Sicilian lemon crop must compete against that of California, Florida and Spain. The lemon, besides being of importance as a fruit, is of even greater use on account of the derivatives obtained from it. Of late years American methods have been in advance of Sicilian in the utilisation of these derivatives. Lemon derivatives are obtained from the rind from which the essential oil has been expressed, and from the pulp. In America the peel and the pulp are used for the manufacture of pectin, while in Sicily the peel is usually candied and the pressed pulp from which the juice has been extracted is used as fodder or manure. Lemon juice is the starting-point in the citric acid industry. The seeds contain an oil similar to cottonseed oil, and which can be used in the soap industry. The producer of lemons has thus two methods of disposing of his crop—the export of the fruit as such or the extraction of oil, juice, citric acid, etc. Large quantities of the juice are exported for the manufacture of lemon drinks, and formerly this was preserved with some chemical preservative. As preservatives in foodstuffs are now forbidden by laws in many countries, sugar is now usually added to prevent fermentation. Until recently Italian manufacturers were not able to use this owing to the high tariff on sugar, but since Messina was made a free port sugar can be economically used as a preservative. Another Sicilian industry which has developed as a result of the reduction in the price of sugar is that of candied peel. The Italian definition of lemon juice is the fresh juice obtained from the lemon, *Citrus limonum*, Risso, s.g. at 20° C. not less than 1.030 and not more than 1.040, containing not less than 10 per cent. of solids and not less than 7 per cent. of citric acid. Recently there has been an increase in the demand for Italian lime and lemon juice for Canada, though the U.S.A. furnishes more than 50 per cent. of the total value of fruit juices imported into Canada, which represents the most important outlet for the article of American origin.

AGROCOTTO

Agrocotto is the Italian name given to lemon juice concentrated for export. It is a yellowish-brown liquid of peculiar odour recalling that of caramel and with an acid bitter taste. On an average 2,000 lemons of average size, gathered when fully developed, give about 100 kg. of juice of 4.5° Bé, having a citric acid content of about 6 per cent. This juice is concentrated to a s.g. of 1.30 or more, and has a citric acid content of 34.40 per cent. Besides citric acid, which is the main constituent, "agrocotto" contains albumin, gums, pectin and, in addition, sucrose and glucose varying according to the state of maturity of the lemon crop. These two latter render the extraction of citric acid by crystallisation impossible. The characters of "agrocotto" are usually as follows:—

Specific gravity (15° C.)	...	...	1.345 or 37° Bé.
Water	...	...	39.5 per cent.
Residue, dry	...	...	60.5 —
Free acids, calc. as citric acid	...	...	47.25 —
Citric acid	...	...	45.40 —
Extractive matter	...	...	13.25 —
Reducing sugars (glucose)	...	...	11.10 —
Nitrogen	...	...	0.3 —

This substance is used for the preparation of citric acid, in the leather industry and in dyeing.

PLANTS AND ESSENTIAL OILS

Citrus plants in general are influenced greatly by abnormal climatic conditions, and the essential oils obtained from them are thus products of varying composition and character. Some of the following information is drawn from a recent report of the Camera di Commercio e Industria, Messina.

LEMON

The lemon, on account of its diffusion in Southern Italy, is the most remunerative and most important of the citrus fruits. The essential oil is extracted by (a) hand pressing (sponge method), (b) machine made, varying in quality according to the method adopted, (c) steam-distilled oil. Of all the extraction methods adopted the oil obtained by the sponge process is the best

in quality, on account of its suave odour. The quantity of machine-made oil is increasing, however, on account of economy in labour. There are many systems, and most of them use water to aid the extraction, though this is condemned, as part of the citral content is dissolved. The character of oil of lemon by the sponge process does not vary much, except perhaps if extracted in summer or winter. As far as machine-made oil is concerned, this varies according to the machine adopted.

BERGAMOT

The bergamot is an exceptionally delicate plant which suffers more than other citrus species from the vagaries is grown in a few areas on the Calabrian coast, and of climate. A season which is too dry, or too wet, hail, fog and autumnal rains can easily spoil a promising crop. The essential oil varies considerably in physical and chemical characters from year to year. The plant grows well in the province of Reggio Calabria, yet attempts to cultivate it in Sicily have not met with much success, the reason no doubt being due to the nature of the soil, which will have to be studied and treated with chemical fertilisers. The fruits are easily affected by abnormal atmospheric conditions, and those which fall prematurely when extracted yield an oil with characters differing from that obtained from mature fruits. Such oil is marketed as "nero di bergamotto," and is of pungent odour and less pleasant than the ordinary essence. "Nero di bergamotto" is usually inactive or slightly dextrorotatory, s.g. 0.892-0.897 at 15° C., esters 22.25 per cent. The characters of oil of bergamot are: S.g., 0.880-0.887 and varies with the ester content; optical rotation, +12° to +25°; esters, 30-40 per cent.; b.p., 180°-182°. Fruit gathered in November and December, if not fully ripe owing to unfavourable weather, gives an oil of high specific gravity, low optical rotation and low linalyl acetate content not corresponding to the s.g. Such product being genuine oil of course may be considered as an intermediate between "nero di bergamotto" and the ordinary oil. The characters of this are: S.g., 0.882-0.885; optical rotation, +3° to +10°; esters, 32-36 per cent.

OIL OF SWEET ORANGE

The natural product does not vary greatly in composition, yet it is much adulterated. On account of its high optical activity it cannot be grossly adulterated with oil of lower rotation as lemon or turpentine, and recourse is made to the addition of terpenes of bitter orange oil removed in the manufacture of concentrated oil or essence, bitter orange oil being slightly lower in price. During 1926 a quantity of this "treated" oil was exported from California and showed the following characters: Optical rotation, +99° to +101°; s.g., 0.845-0.847 at 15°. This is regarded as a serious menace to the Italian industry, inasmuch as the price quoted for it is lower than that of the genuine oil, though the Californian is deficient in odour. Genuine Italian oil has the following characters: S.g., 0.848-0.850; optical rotation, +98°; b.p., 176°-177°; residue, 2.5-3 per cent.; aldehydes, 1.5-2.5 per cent.

OIL OF MANDARIN

This oil is produced from September to October from unripe fruit. Great variation in the oil is observed, depending on the condition of the fruit. Oil of mandarin leaves, distilled in April-May from the fresh leaves, has been recommended as a perfume for soaps. The maximum yield of oil from fresh leaves is about three and a half kilos for every 1,000 kilos. The commercial product is obtained by mixing heads, middles and tails.

TERPENELESS OILS

Terpeneless oil is prepared by practical distillation of the straight oil *in vacuo*. Oils from citrus species are in general rich in terpenes, and these are unstable, being easily acted upon by air and light. The increasing consumption of terpeneless oil in perfumery, confectionery, mineral waters, etc., is on account of its ready solubility in alcohol. Usually the odorous constituent is soluble in 80 per cent. alcohol one in one, and solutions can be kept for a long time without deterioration.

Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

42 Cannon Street, E.C.4, March 7

BUSINESS in pharmaceutical chemicals has been restricted this week, with competition continuing keen in a number of products. Chloral hydrate and hexamine are the turn cheaper, while sodium benzoate is slightly higher. Bromides and aspirin meet with a fair demand. In crude drugs a fair amount of interest is shown. Cod liver oil has been selling more freely, and many are taking the opportunity to cover part of their requirements at present reasonable prices. Ergot is firmer with rather more demand. Squill is higher, with offers difficult to obtain, and the same applies to Italian orris. Menthol is weak and lower, partly due to the decline in Japanese currency against sterling. Balsam tolu is cheaper owing to more favourable c.i.f. offers; Peru, on the other hand, is very firm and likely to advance. Tinnevely senna is $\frac{1}{4}$ d. to $\frac{1}{2}$ d. per lb. higher all round; grey Jamaica sarsaparilla is badly wanted, but unobtainable. Male fern extract is cheaper. Among the industrial chemicals a quieter demand is reported in most directions, with no price changes of importance. Lead acetate is a trifle cheaper, and potassium carbonate is higher. Carbolic acid crystals are firm. Italian and English makers of cream of tartar have lately raised their prices, owing to scarcity of raw materials. Among the fixed oils, castor is firm. Palm oils are lower, on an inactive market; coconut and cotton oils are dull and easier. Linseed oil and turpentine are practically unchanged. Paraffin oils are dearer. Essential oils are in more active demand and several changes fall to be noted. Citrus products still hold a lot of interest and are worth attention. Camphor and petitgrain are dearer; Ceylon citronella, lemon and neroli are firmer; cananga, cassia and American peppermint are easier. Ginger oil is lower.

Higher	Firmer	Easier	Lower
Camphor oil	Bael fruit	Cadmium	Ammon. carb.
Cream of tartar (Eng.)	Citronella oil (Cey.)	Cananga oil	Balsam tolu
Gum acacia	Copper sulphate	Cassia oil	Cocoa butter (Amst. auctn.)
Paraffin oil	Ergot	Chloral hydrate	Cod-liver oil
Petitgrain oil	Lemon oil	Coconut oil	Cotton oils
Petrol	Lime oil	Ginger (W. Afr. c.i.f.)	Male fern. xt.
Potash carbonate	Neroli oil	Hexamine	Palm oils
Senna (Tinn.)	Sodium benzoate	Lead acetate	Peppermint oil (Jp. dementi.)
Squill		Menthol	Shellac
		Peppermint oil (U.S.)	Wax, bees

A drug auction will be held next Thursday, March 14

Cablegram

BERGEN, March 6.—The catch of cod since the opening of the season amounts to 20,300,000, against 8,800,000 at the corresponding period of last year, and the yield of steam refined cod-liver oil amounts to 28,442 hectolitres, against 8,489 hectolitres last year. Market is quiet at 105s. per barrel c.i.f. for finest 1929 Lofoten steam-refined non-freezing oil.

Crude Drugs, etc.

ALOES.—Curaçao in cases is firm and scarce at about 110s. per cwt. for fair liver and at 120s. for good pale on the spot.

ANTIMONY has been quiet, but sellers are somewhat reserved on the basis of £38 for Chinese regulus on the spot, while terms for forward shipment stand at £33 10s.

ARECA.—Ceylon is offered at 35s. per cwt. on the spot.

BAEL FRUIT is firmer on spot and sales have been made at 40s. to 42s. 6d. per cwt.

BALSAMS.—Tolu is a shade easier at from 4s. 2d. to 4s. 3d. per lb. on the spot, and to arrive 3s. 6d. c.i.f. is quoted. Peru is very firm and expected to advance; from country or origin 6s. 9d. per lb. is quoted. Canada balsam is offered at from 5s. to 5s. 3d. for good star bright. Copaiba is steady at about 1s. 7d. per lb. for Maracaibo B.P. on the spot.

CADMIUM.—Inquiries have been more numerous and would indicate that consumers are not so well covered as they were some time ago. Current spot quotations vary from about 4s. 1d. to 4s. 2d., but it is claimed that business can still be done to 4s. per lb. for near-at-hand parcels.

CAMPHOR (REFINED) is steady at 2s. $\frac{1}{2}$ d. per lb. for Japanese slabs on the spot. Flowers are quoted at 3s. and $\frac{1}{4}$ oz. tablets at 3s. 3d. per lb.

CHAMOMILES.—New crop white Belgian are scarce and dearer at 320s. per cwt. on the spot; old crop is offered at 140s.

CINCHONA.—An auction of Java pharmaceutical bark will be held at Amsterdam on March 20, when 994 packages (714 bales and 280 cases), weighing 41,000 kilos and containing the equivalent of 960 kilos quinine sulphate will be offered.

CLOVES.—Zanzibar have been quiet at 1s. 5d. per lb. on the spot. To arrive, December-February shipment is offered at 1s. 5d. c.i.f. and March-May shipment at 1s. $\frac{1}{2}$ d. per lb. c.i.f. The landings of Zanzibar in London during the week ending March 2 were 634 and the deliveries 243, leaving a stock of 3,150, against 12,297 in 1928 and 8,413 in 1927. The landings of Madagascar during the week ending February 23 were nil and the deliveries 126, leaving a stock of 2,182 bales.

The export of cloves from Zanzibar during 1928 amounted to 158,103 cwt., against 259,453 cwt. in 1927.

COCOA BUTTER.—Prime English is quoted at 1s. $\frac{3}{4}$ d. to 1s. 4d. per lb. and C.F.R. at 1s. $\frac{1}{2}$ d. in not less than one ton lots. At the Amsterdam auction on Tuesday Van Hooten's AA quality sold at 83.25 c. and A quality at 80.00 c. being cheaper.

COD-LIVER OIL.—Considerably more interest has been shown on account of the lower prices now quoted, and a fair amount of business has been done in Lofoten medicinal oil for near and forward delivery, consumers deeming it necessary to cover part of their requirements. Should prices further ease, it is more than likely that a fair amount of oil will be absorbed for industrial purposes, as has been the case in previous years when the production has been large. Agents quote finest new (1929) Lofoten steam-refined non-freezing oil at from 100s. to 107s. 6d. per barrel c.i.f. London.

BERGEN, February 25.—As will be observed from the figures given below, the last fortnight brought a higher production than for many years past. The last fortnight was favoured by good weather, with rich shoals of cod on the banks and a larger number of vessels participating than for 15 years. The official figures are as follows:—

	Catch of cod.	Yield of medicinal c.i.o. (hect.).
1929	13,900,000	20,919
1928	6,400,000	6,521
1927	9,000,000	11,283
1926	5,900,000	10,136
	Oil potency of livers.	Number of cod to one hl. liver.
	Vessels fishing. per cent.	
1929 .. 6,728	47 to 56	290 to 330
1928 .. 5,867	37 to 51	300 to 400
1927 .. 4,177	45 to 55	250 to 500
1926 .. 4,479	50 to 60	220 to 500

The quality of the medicinal cod liver oil production so far this year is on a high level. Owing to the heavy production last week values of medicinal cod liver oil further declined. To-day, in face of the heavy production figures, the situation is again slightly weaker, but producers refuse all lower offers, as prices are now approaching a level which does not give them any profit. Contracts are not usually placed at this early period of production, but this year some buyers have already covered for autumn delivery. The greater part of the buying trade, however, is reluctant, and their cautious buying movements no doubt are due to the constant losses experienced over the last three years on early placed contracts.

ERGOT is firmer, with small sales of good Russian at from 1s. to 1s. 2d. per lb.; bold Polish is 1s. 4d. spot; Spanish is neglected at 2s. 6d. and Portuguese at 2s. 3d. on the spot.

GENTIAN.—French is firm at 36s. per cwt. c.i.f. to arrive. GINGER.—West African is quiet at 52s. 6d. per cwt. on the spot. To arrive, February-April shipment is quoted at 47s. 6d. c.i.f. and March-May shipment at 46s. 6d. c.i.f.

GUM ACACIA is again higher at 48s. per cwt. for Kordofan sorts on the spot, and for shipment 48s. c.i.f. is quoted; cleaned on the spot is 52s. 6d., and for shipment 46s. 6d. c.i.f. is quoted.

IPECACUANHA remains very firm at from 14s. 3d. to 14s. 6d. per lb. for MATTA Grosso as to quality.

The landings in London during February were 97 bales Matto Grosso and the deliveries 38 bales. The stock (120 bales) shows an increase of 59 bales on the month. There are also ten bales Minas and ten Cartagena in stock.

KAMALA is very scarce at 3s. 3d. per lb. for 8 per cent. ash. KOLA is quiet at from 6d. to $\frac{1}{2}$ d. per lb. for good light West Indian.

LIME JUICE is firm and scarce at from 3s. 9d. to 4s. per gallon on the spot, with practically nothing offering to arrive.

LIQUORICE ROOT is quiet, with natural Russian offering at 16s. per cwt. and decorticated at 32s. 6d. per cwt.

MALE FERN EXTRACT is rather cheaper at 3s. 1d. per lb. in cwt. lots for 24 to 25 per cent. filicin.

MENTHOL.—Owing to the depreciation in yen, which has fallen to about 1s. 10d. (par value 24.58d.), menthol has declined to about 21s. 9d. per lb. for Kobayashi-Suzuki on the spot. January-March shipment is 19s. 6d. c.i.f.

MERCURY is without new feature, and the market has been neglected on account of a dragging demand. If anything, the undertone is a little easier, with the quotation at around £22 2s. 6d. per bottle. There is, however, no indication of pressing offers. F.o.b. prices for shipment from the mines have been maintained at £21 15s. per bottle. The Eastern markets generally are sending but few inquiries lately. Available stocks here within the last month or two have undoubtedly been appreciably reduced pending the receipt of more important arrivals. It seems hardly likely that spot prices will be allowed to drop under present conditions.

MYRRH continues quiet, with fair Aden sorts offering at from £7 10s. to £8 10s. per cwt. according to quality, and blocky and mixed sorts at from £5 to £7 2s. 6d.

ORANGE PLEL.—Several arrivals of new crop so-called Maltese machine-cut have arrived, good quality of which is offered at 1s. per lb.

ORRIS.—The latest quotation for Florentine sorts is 120s. per cwt. c.i.f., and some is offered at this price shortly landing. Verona is 95s. spot. No new crop is available until October.

PIMENTO is quiet at 1s. 1d. per lb. on the spot, and for March-May shipment sellers quote 116s. per cwt. c.i.f.

RUBBER has declined, and prices are 3d. per lb. lower on the week. Business, however, has been fairly brisk, although a certain amount of profit-taking has been the means of dropping the market. First hand sellers are not too anxious to meet buyers, feeling that during the next few months values will be higher. The premium for forward delivery still continues, and there is a difference of 3d. per lb. between spot and October-December. Arrivals last week amounted to 1,992 tons, whilst deliveries were 1,556 tons, showing an increase of 436 tons in the stocks. The London stock now stands at 25,441 tons, against 61,978 tons at the corresponding period last year. Quotations (Wednesday, 5 p.m.). No. 1 standard ribbed smoked sheet, spot, and March, 1s. 0½d.; April-June, 1s. 1d.; July-September, 1s. 1½d.; October-December, 1s. 1½d. per lb.

SAFFRON.—Valencia is cheaper at from 45s. 6d. to 49s. 6d. per lb., as to quality.

SARSAPARILLA.—No grey Jamaica or Lima appears to be available. Native Jamaica is offered at from 1s. 5d. to 1s. 7d. per lb. and Honduras at 2s. 6d. per lb.

SQUILL is higher, with sales on the spot at 40s. per cwt. for white, with little available; near at hand is quoted at 40s. No forward offers appear to be available.

SEEDS.—A very quiet market prevails, buyers showing little or no interest. ANISE.—Spanish, 62s. 6d. and Russian 25s. 6d. CANARY remains quiet; Mazagan is 19s. 3d. spot and 19s. 6d. c.i.f. is quoted forward; Saffi is 19s. spot. CARAWAY.—Dutch is 37s. 6d. spot, and for prompt shipment 36s. 6d. per cwt. c.i.f. CUMIN.—Maltese remains at 55s. on the spot and Morocco 50s. spot and 49s. 6d. c.i.f. is quoted forward. CORIANDER.—Morocco is 16s. 9d. on the spot and 15s. 6d. c.i.f. is quoted for forward shipment. FENUGREEK.—Morocco remains at 18s. 6d. spot and 18s. c.i.f. is quoted forward. HEMP.—Manchurian is 18s. and Chilian 20s. per cwt. spot. LINSEED.—Mazagan is firm at 21s. 6d. spot and 22s. c.i.f. is quoted forward. FENNEL.—Indian is 68s. spot and 65s. c.i.f. is quoted forward.

SHELLAC.—The spot value of usual standard TN orange has declined about 5s. per cwt., closing at 195s. per cwt.; fine orange is 220s. to 320s., pure button 235s. and AC cakey 210s. To arrive, sales include TN for February-March shipment at 187s. to 182s. to 185s. c.i.f., with sellers of March-April at 184s. c.i.f. On the delivery market sales comprise March at 185s. to 187s. to 184s., May at 190s. to 191s. to 187s. 6d., and August 192s. 6d. to 195s. to 193s.

TRAGACANTH has created a fair amount of attention, although during the past few weeks arrivals have been heavy. To-day's values are:—No. 1 ribbon, £29 to £31 per cwt.; seconds, £24 to £26; thirds, £20 to £23; fourths, £16 to £19; medium to thin Persian leaf, £11 to £15; amber leaf, £3 to £10, hoggy to reddish leaf, £5 to £7 10s. per cwt. The general market position is dealt with in a leading article on p. 303.

WAX (BEES).—With cheaper c.i.f. offers, slow demand and ample stocks on the spot, prices are somewhat cheaper for all descriptions. Good bright East African block is £7 17s. 6d. spot or c.i.f.; Abyssinian, £7 15s. c.i.f. or spot;

Benguela, £7 10s. c.i.f. and £7 16s. spot; Conakry, £7 15s. spot; bleached Calcutta, £10 per cwt. spot; and Jamaica £8 per cwt.

WAX (VEGETABLE).—Japanese is cheaper at 82s. per cwt. on the spot, and for March-April shipment sellers quote 75s. c.i.f.

Essential Oils

BRIGHTER conditions have been experienced, and the tone of the market is much improved over the week. Several changes are noted, and we are able to give some interesting figures and details about Sicilian oils. Information as to damage done by the recent frosts is filtering through and causing a hardening in some oils. Camphor has reached a fabulous figure and petitgrain is also dearer. Ceylon citronella, lemon and neroli are firmer. American peppermint, cananga and cassia are all slightly easier. Ginger is lower.

BERGAMOT has been in slow demand for several months but is now receiving more attention. The value for shipment is 20s. 6d. per lb. c.i.f. and supplies can be had on the spot at the same figure. Production in 1926-27 amounted to 455,000 lb. against 235,000 lb. last year, and the estimate this year works out at 220,000 lb. This is therefore the shortest crop for three years, and when this becomes more generally known there should be little hesitation in buying up the season's requirements.

CAMPORH is much dearer. Brown is very scarce and the available supplies are quoted at the fabulous figure of 100s. per cwt. on the spot. White is quoted at 75s. to 80s. per cwt. according to test and quantity.

CANANGA is slightly easier at 10s. 6d. per lb. on the spot.

CASSIA.—The last shipment quotation was 4s. 7½d. per lb. c.i.f., but no interest is shown, although there would be buyers at 4s. 6d. c.i.f. The spot value is about 5s. per lb. in quantities.

CITRONELLA.—Ceylon is firmer at 1s. 10d. per lb. on the spot, while Java is unchanged at 1s. 11½d. per lb.

CLOVE.—Second-hand parcels are offered at 9s. 3d. per lb. and English distillers quote 10s. per lb. for 90-92 per cent. eugenol.

GERANIUM.—Bourbon is slightly firmer at 18s. 6d. per lb. c.i.f. with goods afloat quoted at 18s. 8d. c.i.f. Little business is passing on the spot at a nominal figure of 18s. 6d. to 19s. per lb., according to seller. It is officially stated that the recent cyclone in Madagascar had no effect on the plants, and buyers are probably waiting for news of the crop. Algerian is also nominal at 16s. to 16s. 6d. per lb. on the spot, while the forward quotation is ahead of this at 17s. c.i.f. for shipment.

GINGER is lower as quoted at 26s. per lb. on the spot.

LEMON.—The position is very critical, and orders sent out to Sicily cannot be executed. The recent cold weather caused the fruit to shrink, and this damage, as reported last week, is going to affect the yield, so that production will cease a month earlier than it would in the ordinary season. On the top of this, it is definitely confirmed that producers of oil are finding it more remunerative to pack the fruit in cases as the demand for fresh fruit is now good. It has been calculated that under the present circumstances the oil producers would require a price of 22s. 8d. per lb. c.i.f. to make an adequate profit as an alternative to supplying fruit. The normal crop yields about 1,250,000 lb. of oil, but last year the production was only 1,000,000 lb., and the amount for the present season is estimated at 770,000 lb. This therefore represents an approximate 40 per cent. shortage compared with normal, but when it is realised that of this produce almost three-fourths will be machine-made, the tremendous possibilities of the situation are evident. The output of genuine hand-pressed oil will be in the neighbourhood of 200,000 lb., and some very fancy prices are sure to result before the summer is over. What oil has been or is now in course of production is nominally about 16s. per lb. c.i.f., but with the existing excited condition it is impossible to assess the market value. Machine-made is quoted at 14s. 4d. per lb. c.i.f. The value of hand-pressed on the spot is 15s. 6d. to 16s. per lb. as to seller, although other parcels may be found at less.

MANDARIN appears to be worth buying as quoted at 27s. per lb. on the spot in view of the strong position of the other citrus oils.

NEROLI has been very active and sales of high-grade pure were made at 45s. per oz., although most holders have withdrawn quotations pending investigations and definite reports. The rumour which has prompted this step is based on damage to the flowers during the recent severe frosts.

ORANGE is of interest because of the extraordinary position in Sicily. The production of sweet oil in 1926-27 was 260,000 lb., while last year 175,000 lb. only were available and prices were very high. This year the yield is assessed at 220,000 lb., which would indicate a comparatively quiet

future, but demand at the source has been good, and heavy buying has reduced the stock in producers' hands to 55,000 lb., so that the position is actually more acute than it was at this period last year. Quotations for shipment are very firm at 23s. 6d. to 24s. per lb. c.i.f., and the spot value is about the same figure, with holders not anxious to sell. In view of the soundness of the position, the West Indian oil is firm at 21s. per lb. on the spot. Californian is also strong at 21s. per lb. on the spot, but as no new oil can be shipped before next month (with arrivals in May), this article has at present very little influence on the rising values of the other grades.

PATCHOULI is reported firmer at the source, where stocks are now practically exhausted. The spot quotation is unchanged at 19s. per lb. for ordinary Singapore, although values are varied owing to the unsettled general position.

PEPPERMINT.—American natural tin oil is easier at 13s. 3d. to 13s. 6d. per lb. c.i.f. and 13s. 6d. to 13s. 9d. on the spot. This decline is explained by the dragging effect of quantities of the weedy oil on the other side, but it should only be a temporary phase. Good oil was short, and the present value appears to favour buyers. Japanese dementholised is unchanged at 6s. 7½d. per lb. on the spot and 6s. 3d. c.i.f. in all positions for Kobayashi-Suzuki. Five-brands on the spot can be bought at 6s. 6d. per lb.

PETITGRAIN.—The French trees have been damaged by the frost and a predicted shortage has sent the price up to 40s. per lb. Paraguay has moved in sympathy to 7s. 6d. or 8s. per lb. as to seller.

SANDALWOOD.—Mysore Government oil is in very short supply at the controlled rates. There is a very acute shortage in America, and dealers on this side have had the somewhat unusual experience of shipping cases across the Atlantic. This drain on our stocks has brought about the present position, and if the shortage continues, feeling will probably be as high as it has been in the States. There is no apparent excuse for the short supply, and, as an American contemporary remarks, "customers want oil, not excuses."

Pharmaceutical Chemicals, etc.

ONE or two minor alterations in prices are recorded, but these movements do not affect the general tone of the market. Business has been somewhat restricted, with competition keen in some products. Chloral hydrate and hexamine are slightly easier, while sodium benzoate is firmer. Tartaric acid is very firm.

ACETANILIDE is quiet but steady; B.P. crystals and powder, 1s. 4½d. to 1s. 6d. per lb., as to quantity.

ALOID.—Makers quote 8s. 6d. per lb. and recryst. at 12s.

AMIDOPYRIN is unchanged on a slow market; dealers quote 7s. 6d. to 7s. 9d. per lb.

AMMON. CARB.—Makers have reduced the price by £1 per ton to £36 for B.P. lump, in casks.

ASPIRIN is unchanged; prices are steady, with business about up to average; quantities of not less than one ton, 2s. 2d. per lb.; a few cwt., 2s. 2½d. to 2s. 3½d.; smaller parcels, from 2s. 4d. upwards. British makers' quoted prices range from 2s. 3d. to 2s. 4½d. per lb., according to quantity, and they report a satisfactory inquiry.

BARBITONE is steady, but business is not of much account; quoted on spot from 5s. 6d. to 5s. 9d. per lb.

BENZALDEHYDE (.03) is steady at 1s. 10d. to 2s. per lb., as to quantity on the spot.

BENZOIC ACID (B.P.) is very steady and quite a good business is being done; quantities, ex works, 2s. 1d. upwards; spot parcels, about 2s. 3d. ex store.

BROMIDES are unchanged and the market continues steady with a moderate business; dealers quote ammonium, 1s. 11d.; potassium, B.P., crystals, 1s. 7½d.; granular, 1s. 7d.; sodium, B.P., 1s. 9½d. to 1s. 10d. per lb., in cases. British makers' list prices are unchanged; ammonium, 2s. to 2s. 3d.; potassium, B.P., 1s. 8½d. to 1s. 11½d.; sodium, B.P., 1s. 11d. to 2s. 2d. per lb., as to quantity.

CALCIUM LACTATE is well maintained at last week's prices and business is fairly good; quantities from 1s. 2½d. to 1s. 2½d.; smaller parcels, from 1s. 3d. per lb.

CHLORAL HYDRATE is slightly easier, while business is about normal; duty paid crystals, 3s. 1d. to 3s. 3d. per lb., as to quantity.

CITRIC ACID (B.P. crystals) has continued steady with a fair business at the quoted prices of 2s. 1d. to 2s. 2d. per lb., less 5 per cent., for foreign on spot; the forward quotation is at about 2s. 0½d. per lb., less 5 per cent., c.i.f., subject to acceptance by shippers. English makers report no change, with a good demand.

CODEINE.—Makers quote the alkaloid crystals and precip. at 17s. per oz., and the hydrochloride at 15s.

CREOSOTE (B.P.) is steady on a slow market; spot is quoted at 1s. 8d. per lb., for quantities in demijohns; small lots, 1s. 9d.

CREOSOTE CARBONATE is unchanged at 5s. 10d. to 6s. per lb.

GUAIACOL CARBONATE is offering on spot at about 4s. 8d. to 4s. 10d. per lb.; market is quiet.

HEXAMINE is a keen market and is slightly easier with a fair volume of business moving; free-running crystals from 1s. 10d. to 2s. 1d. per lb., as to quantity.

LACTIC ACID (B.P.) is unchanged at controlled prices; five-ton lots, 1s. 6½d. up to 1s. 10½d. per lb., for small parcels.

METHYL SALICYLATE (B.P.) continues quiet with prices mentioned about 1s. 4d. to 1s. 6d. per lb., as to quantity.

METHYL SULPHONAL remains quiet at about 8s. 9d. to 8s. 11d. per lb.

PARAFORMALDEHYDE continues steady with a moderate demand; 100 per cent. powder, in kegs, 1s. 7½d.; smaller parcels, from 1s. 8d. per lb.

PARALDEHYDE remains quiet at from 1s. 1d. to 1s. 3d. per lb., as to quantity and packing.

PHENACETIN is steady although competition is still keen; quoted on spot from 2s. 2d. to 2s. 4d. per lb., the lower prices being for big quantities.

PHENAZONE is being cut for any fair-sized business in some quarters, but the general quotation remains steady at from 3s. 7d. to 3s. 8d. per lb., as to quantity.

PHENOLPHTHALEIN is unchanged at controlled prices; the market is very steady, there being no outside parcels offering; 5s. 11d. to 6s. 1½d. per lb. is quoted, as to quantity.

POTASSIUM PERMANGANATE (B.P.) is quiet with only the small druggists business moving; quantities in drums, 5½d.; smaller parcels, from 6d. per lb.

POTASSIUM SULPHOGUAIACOLATE is steady but quiet; dealers offer on spot at about 3s. 8d. to 4s. per lb.

QUININE.—The official price of sulphate remains at 1s. 8d. per oz.; second hand parcels are less frequently offered, but there are still occasional lots obtainable at about 1s. 7½d. per oz.

RESORCIN is steady and there is a fair amount of business moving; quoted from 2s. 9d. to 2s. 11d. per lb., as to quantity.

SALICYLIC ACID (B.P.) is unchanged at the agreed prices of 1s. 3d. to 1s. 6d. per lb., as to quantity.

SODIUM BENZOATE (B.P.) is bright, with prices slightly dearer; quantities in two-cwt. barrels, 1s. 8½d.; in one-cwt. barrels, 1s. 9d.; smaller parcels, from 1s. 10d. per lb.

SODIUM SALICYLATE (B.P.) is steady and business has been fair; crystals, 1s. 7d. to 1s. 8d.; powder, 1s. 6d. to 1s. 7d. per lb., in cases, as to quantity.

SULPHONAL remains dull with the spot quotations at about 6s. 3d. to 6s. 6d. per lb.

TANNIC ACID is steady with business fair; B.P. *leviss*, 2s. 10d. for quantities and about 3s. per lb., for smaller parcels.

TARTARIC ACID (B.P. crystals) is unchanged; prices of foreign are steady on spot at 1s. 4½d. to 1s. 4½d. per lb., less 5 per cent., while business has been fair. Italian makers report the market as very firm owing to the increased cost of raw material, but so far no decision has been taken to advance prices.

THYMOL remains quiet with prices unchanged; synthetic fine white, 9s. 6d., in cwt. lots; ex ajowan seed, 11s. 3d. per lb.

VANILLIN shows a fair amount of business; British make, 100 per cent. from cloves, is 17s. to 17s. 9d. per lb., as to quantity; ex guaiacol is 14s. 9d. to 15s. per lb.

Industrial Chemicals, etc.

London, March 6.

A SOMEWHAT quieter market is reported in most directions this week, but the general tone continues very steady. There is no change of importance to record.

ACETIC ACID continues in good call, with prices steady; 80 per cent. technical, £36 15s.; 80 per cent. pure, £37, in barrels; glacial, pharmaceutical, 99-100 per cent., £66, in glass demijohns; glacial, in barrels, £56 per ton, ex store.

ACETONE is firm and business continues satisfactory; B.G.S., ten-ton lots, £76 10s.; five-ton lots, £78 10s.; one to five-ton lots, £81; less than one ton, £85 per ton, in drums, ex store.

ALUM is unchanged, with spot parcels of lump at £8 5s. per ton, in casks, ex store; quantities to arrive slightly cheaper.

AMMONIUM CHLORIDE is well maintained on a bright market with grey galvanizing at £21 10s. per ton, in casks, ex store; slightly less for contracts.

ANHYDROUS AMMONIA is receiving fair inquiry with prices for 99.95 per cent. in loaned cylinders about 10d. to 1s. per lb., carriage paid; slightly less for big contracts.

ARSENIO is steady, but business is quiet with white Cornish 99 per cent. ranging from £16 to £16 5s., f.o.r. mines. Mexican high-grade is £17 5s., c.i.f. Liverpool.

BARIUM CHLORIDE is bright at £11 5s. to £11 10s. per ton, for 98-100 per cent. prime white crystals, in casks, ex store; forward, £9 10s. f.o.b. Continent.

CAUSTIC SODA.—Home makers' prices for consumers on contract; 70 to 72 per cent., £13 12s. 6d.; 76 to 77 per cent., £14 per ton, in drums, ex station.

COPPER SULPHATE is distinctly firmer, chiefly owing to the renewed advance in the cost of rough bar copper. There has been a fair demand for export, and f.o.b. terms for casks, less 5 per cent., range from £29 to £29 10s. per ton.

CREAM OF TARTAR.—Foreign is unchanged on the week, and the spot market is steady; 99 to 100 per cent. powder, 93s. to 95s. per cwt., less 2½ per cent., as to quantity. The English makers have advanced their price to 97s. per cwt., less 2½ per cent., owing to increased cost of raw material. The Italian works, for the same reason, have also been compelled recently to increase their prices, and a further increase may be expected shortly.

FORMALDEHYDE continues fairly active with prices well maintained; 40 per cent. by volume, £36 to £36 10s. per ton, in casks, ex store.

FORMIC ACID has been rather steady; 85 per cent. in carboys, £46 to £46 12s. 6d. per ton, ex store.

ISOPROPYL ALCOHOL continues in fair request, with prices for good quality at about 11s. to 12s. per gallon, in drums, ex store.

LEAD ACETATE is a shade cheaper; brown, £39 10s. to £40; white, £40 10s. to £41 per ton, in casks, ex store.

LITHOPONE is steady and business continues fair; 30 per cent. Continental red seal, £19 10s. per ton, in casks, ex store; slightly less for contracts.

OXALIC ACID has been quieter, but steady; quantities, ex wharf, £30 per ton; cwt. lots, 32s. ex store.

POTASSIUM CARBONATE is dearer as quoted by dealers; 90 to 92 per cent., £24 10s. to £24 15s.; 96 to 98 per cent., £25 15s. to £26 per ton, in casks, ex store; slightly less for contracts.

POTASSIUM CHLORATE remains dull with quantities to arrive at about 2½d., ex wharf; spot parcels, from 3d. to 3½d. per lb., ex store.

POTASSIUM PERMANGANATE is steady, but quiet with commercial quality in two-cwt. drums at 5d. to 5½d. per lb., ex store.

POTASSIUM PRUSSIAN continues in fair demand; quantities, £63 10s. to £65 10s. per ton; single casks, 7d.; small parcels, 7½d. per lb., ex store.

SODIUM ACETATE is steady, but quieter; spot parcels are quoted from £21 7s. 6d. per ton, in casks, ex store.

SODIUM CHLORATE remains slow of sale; quantities to arrive, 2½d. per lb., ex wharf; spot parcels, from 3d. per lb., ex store.

SODIUM PRUSSIAN is holding at last week's higher prices, with business fair; quantities from 4½d.; smaller parcels, 5d. to 5½d. per lb., ex store.

WHITE LEAD.—Convention prices for imported and for home makes are unchanged; dry, £37 to £42; ground in oil, £50 to £56 per ton, carriage paid in U.K.

COAL TAR PRODUCTS, ETC.—Products in this section show no change of importance while business continues limited. Pitch is holding at last week's figure, but the market is still quiet. **ANILINE OIL** continues steady at 8d. per lb., carriage paid, packages extra. **ANILINE SALT** is unchanged at 8d. per lb., carriage paid, packages extra; the market is steady. **BETANAPHTHOL** is unchanged at 10d. per lb., carriage paid for quantities. **CARBOLIC ACID.**—The market is very firm, and prices ranging from 6½d. to about 7½d. are freely paid for fair quantities of ice crystals in bulk packing. Crude 60's is 1s. 10½d. per gallon for February-March and 1s. 10d. for April-June. **CREOSOTE OIL** is steady but quiet; ex works, 4½d. to 4¾d., f.o.b., 6½d. per gallon, in bulk quantities. **CRESYLOL ACID.**—"Pale" is available for prompt delivery at 2s. 3d. to 2s. 5d. per gallon, according to quantity and the "refined" grade is firm, prices ranging from 2s. 7d. to 2s. 9d. per gallon. **NAPHTHALENE** continues quiet; imported flakes and balls, £15 10s. per ton, in cases, ex wharf. **METHYL ALCOHOL** continues active and steady; spot, £46 per ton, in drums, ex store, and cheaper forward in quantities. **PYRIDINE** continues slow of sale; nominal at 4s. to 4s. 6d. per gallon, f.o.b. for medium soft. **TOLOUL** is unchanged and in fair demand; commercial 90's, 1s. 7d.; pure, 1s. 10d. per gallon, at works. **XYLOL** continues quiet; commercial, 1s. 7d.; pure 1s. 10d. per gallon, at works. **PITCH** continues at 32s. per ton, f.o.b., East Coast, with the market quiet and unsteady.

Fixed Oils, etc.

CASTOR OIL is firm. Coconut and cotton oils are dull and rather easier. Palm oils are inactive and much cheaper on the week. Linseed oil and American turpentine are about level on the week, closing quiet but steady. **ACID OILS** are quieter, but prices are holding; coconut and/or palm kernel, 34s. 6d.; groundnut, 31s. 6d.; soya, 28s. 6d. spot. **CASTOR** continues firm at unchanged prices; pharmaceutical, 52s. 6d.; first pressings, 47s. 6d.; second pressings, 45s. per

cwt, spot, in barrels in not less than one-ton lots. **COCONUT** remains dull; deodorised, spot 44s. 6d.; Ceylon, 36s. 6d. c.i.f.; Cochin, 45s. 6d. c.i.f. **COTTON** has been quiet and is, if anything, slightly easier; deodorised, 38s. 6d.; common edible, 36s. 6d.; soapmaking, 33s. 9d.; crude, 31s. spot. **GROUNDNUT** remains quiet and unsteady; deodorised, spot, 46s. 6d.; crude Oriental, 38s. 6d. c.i.f. **PALM KERNEL.**—Business has been slow; deodorised, 46s. 3d.; crude, 38s. 9d. spot. **PALM** is quite inactive and prices for all grades are much easier on the week; Lagos, 38s. 6d.; softs, 37s.; mediums, 38s.; hards, 38s.; bleached, 40s. spot. **RAPE** is quiet and unsteady; refined, 47s.; crude, 45s. spot. **SOYA** is dull and easier; deodorised, 40s.; crude, 34s. 6d. spot. **LINSEED** (raw, naked).—Prices for all positions are a little easier on the week, with the market quiet: on spot, 30s.; March, 28s. 10½d.; May-August, 29s.; September-December, 29s. 7½d.; boiled oil, spot, 34s. 3d.; Hull, on spot, 28s. 9d.; March-April, 28s. 9d.; May-August, 29s.; September-December, 29s. 3d. **TURPENTINE.**—The market has been quiet throughout, with prices about level on the week. Total London stocks, 25,721 barrels. On spot, 45s. 9d.; March-April, 46s.; May-June, 46s. per cwt. London deliveries for last week were 1,637 barrels, making a total since January 1 of 15,297 barrels, comparing with 17,190 barrels the same period last year. Stocks were reduced to 25,721 barrels, comparing with 51,793 barrels a year ago. Including floats, amounting to 2,000 barrels, the London visible supply was returned at 27,721 barrels as against 51,793 barrels at the same date last year. **RESIN.**—There is only little alteration in the state of the market under continued limited business. C.i.f. terms for shipment from America within a month were as follows:—B/D, 17s. 1½d. to 17s. 6d.; E/F, 18s. 1½d. to 19s. 6d.; G, 19s. 6d.; H, 19s. 9d.; K, 19s. 9d.; M/N, 19s. 10½d. to 20s. 6d.; W/G, 22s. 4½d.; and W/W, 24s. 10½d. Terms ex wharf are 6d. more per cwt. **WOOD.**—Hankow in barrels is dull but steady at 73s. per cwt. spot. **OLIVE.**—French B.P. (under 2 per cent. acidity) is 6s. 5d. per gallon; edible, 7s. 3d., and Italian edible, 8s. 6d. per gallon, ex wharf, London.

LUBRICATING, MINERAL AND BURNING OILS, ETC.—Benzol is quoted nominally unchanged but higher prices are expected. American paraffin oils are dearer. Other products are about unchanged with a fair amount of business moving. **BENZOL.**—Prices at the moment for wholesale quantities ex works are nominal at 1s. 6½d. per gallon for standard motor 90's, in tank wagons, with London 2d. per gallon dearer. It is anticipated that prices will advance in sympathy with the recent movement in retail prices. **FUEL OIL** is steady and unchanged; 950 gravity, £3 7s. 6d.; 890 gravity, £4 per ton, ex tank; slightly cheaper forward. **PARAFFIN OILS** have advanced with the market very firm. American standard white, 1s.; water-white, 1s. 1d. per gallon, in barrels, ex wharf. **PARAFFIN WAX AND SOALE.**—Wax continues quiet but steady at 5d. to 5d. per lb., according to melting point, in bags; scale is quoted for shipment at about £23 17s. 6d. per ton, c.i.f. London. **WHITE OILS** are unchanged with the demand fair; special No. 1, £23 10s.; No. 1, £23; No. 3, half-white, £20 10s.; No. 4, half-white, £19 15s. per ton, drums and barrels free, ex wharf. **SOLVENT NAPHTHAS** are in moderate demand with prices steady; 90/160, 1s. 1d. to 1s. 2d.; heavy, 90/190, 1s. to 1s. 1d. per gallon, naked at works. **PETROLEUM JELLIES** continue quiet; white to snow white, £38 10s. to £47 10s.; amber and yellow, £17 15s. to £22; dark stiff green, £11 12s. 6d.; per ton, barrels free, ex wharf.

The Rise in Petrol

AN advance of 2½d. per gallon in petrol was announced on Friday, March 1, also one in petroleum of 1½d. per gallon. The price of petrol is now 1s. 6½d. a gallon and No. 3 grade 1s. 4½d. in London area in cans, wholesale, the provincial rates being ½d. per gallon above these figures. This is the first increase in the price of petrol by firms in the combine since February 1926. There was an advance of 4d. a gallon in April last, but that was in consequence of the imposition of a tax on petrol in last year's Budget. The amount was automatically passed on by the supply companies to the motorist, plus an extra farthing for the cost of collection. The remarkable price fluctuations during the past eight years are shown in the following table:—

	s.	d.		s.	d.
1920	3	8½	1924 (Sept. 4) ..	1	7½
1920 (Aug.) ..	4	7½	*1924 (Sept. 16) ..	1	6½
1920 (Oct.) ..	4	4½	1926 (Feb.) ..	1	8½
1921	3	5½	1926 (Dec.) ..	1	6½
1921 (May) ..	2	11½	1927 (March) ..	1	3½
1921 (Aug.) ..	2	5½	*1927 (April 4) ..	1	2½
1922	2	0	*1927 (Aug.) ..	1	1½
1923 (July) ..	1	8½	1928 (March) ..	1	0½
1923 (Sept.) ..	1	6½	†1928 (April) ..	1	4½
1924 (Jan.) ..	1	11			

* London zone only. † Increase due to Petrol Tax.



Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

Unremunerative Clerical Work

SIR,—Dissatisfaction with N.H.I. dispensing fees has been often expressed by correspondents, although unfortunately without avail. There is one point that I do not remember seeing anyone make, and that is the need for a higher rate of fee for dispensing prescriptions which come within the D.D.A. Regulations. Since the new Regulations dealing with diamorphine came into force, the frequency with which mist. tussis., L.I.P., and linct. diamorph., L.I.P., are prescribed entails a great increase of clerical work among chemists, and calls for additional remuneration for all D.D.A. prescriptions dispensed.—Yours faithfully,

ARKAY (25/2).

The Beginner in Business

SIR,—The letter of "Smiler" (*C. & D.*, March 2, p. 276) is almost sufficient to frighten any prospective proprietor out of the idea of a pharmacy of his own, and yet many of us have been through some or all of the experiences which he mentions, and still survive. One cannot expect to drop into a flourishing concern at a minute's notice; most of the things worth having in this world have to be attained by hard work, and none more so than success in retail business. If a man starts with an obviously inadequate capital, the venture is naturally foredoomed to failure; we see the results frequently in the reports of bankruptcies, where we read, it may be, that the debtor started with a capital of £50 plus £100 borrowed from some relative; under such circumstances he cannot hope to tide over a bad period if he has one. Similarly, if a man takes a lease of premises at £300 a year when the turnover is only £1,000, he cannot hope to make a living out of it unless there are exceptional prospects of increasing the business and he can afford to hold on until he does so. That is also one reason why beginners are generally advised to buy a going concern rather than open new premises. But even with an established connection there are very few proprietors who can afford to ease up to any great extent; they may be able to employ one or more assistants and so relieve themselves of the routine work and have more time for general management, but it does not mean that they can leave the assistants and the business to look after themselves if they want to continue successfully. I am well aware that many men start by living on the first month's goods which are paid for the month after, but it is not a good policy; far better to start with a clean sheet and pay for the goods when the statements come in so that one is a month in hand, even if one has to wait a little longer before opening. I do not know what the attitude of the younger generation is, but looking back I remember to have been far more worried about the daily takings when I was a branch manager than I have been in my own business, as then I had a double responsibility. With regard to credit accounts, is it as necessary to give credit now as it was in pre-war days? I have found it possible to eliminate all doubtful credit business; and although, of course, it depends on the locality, with a little firmness and determination a beginner need not start it. As to marriage, surely this should come as a secondary consideration; is it fair to drag a wife through the early struggles of opening a business, to say nothing of a family? However, nobody is likely to get far by remaining as an assistant, and we all have to make a start. Having qualified, a season abroad is a good thing, and a little locum work goes a long way to gaining confidence; moreover, a young man has more resilience to the daily struggle than when he gets to the forties.

Yours faithfully,

BUSIMAN (4/3).

Prescriptions Containing "Dangerous" Drugs

SIR,—In the Insurance Act Dispensing reports (*C. & D.*, February 23, p. 240) we again see a notice, this time from Blackburn, that articles coming under the D.D.A. Regulations must be written in full, each ingredient and the amount of the drug prescribed being set out. It would be as well if we could have some explicit statement on this point, as to why it should be necessary in certain cases, and why the total amount of "dangerous" drug prescribed is not sufficient. For example, there is mist. tussis in some formularies containing diamorphin. hyd.; has this to be written out in full, or is it sufficient for the doctor to put at the foot of the script the total amount of diamorphin. hyd. contained in it? I see no reason why N.H.I. scripts should be saddled with these Regulations. In the first place it is extremely unlikely that the script is not genuine, as it is written on a specially printed form which could not get into unauthorised hands unless deliberately stolen and then the writing forged; then when the chemist has done with it, it is sent into the pricing bureau, so that it is impossible for it to be repeated; and as it is retained there for a period of two years it is always available for inspection. Since the above was written I have seen the issue of March 2 with a note regarding Section 8 of the Consolidated Regulations. I will try to illustrate my point:—

- | | | |
|------------------------------|--------|----------------|
| (1) Linctus diamorph. B.P.C. | 3ij. | Sig. 3j. etc. |
| (2) Linctus diamorph. B.P.C. | 3ij. | |
| Syr. pruni. Virg. | 3ss. | |
| Aquam | 3viij. | Sig. 3ss. etc. |
| (3) Mist. tussis (Formulary) | 3viij. | Sig. 3ss. etc. |

The first two prescribe (1) a preparation contained in the B.P.C., and (2) preparations contained in the B.P. and the B.P.C., and the total amount of each is stated; therefore they are sufficient. But the third comes under the last sentence of 8 (2) (e), "in any other case," and to be in order should have been written at the foot "total amount of diamorphin. hyd. gr. i," or whatever is the quantity ordered in the local formulary.

Yours truly,

CHEVRE (4/3).

A Satirical Appreciation

SIR,—On the occasion of the recent West Ham Association's dinner I notice that Mr. W. Bennett, M.P., is reported to have said, "All my life it has been my greatest pride that I have been a pharmacist, and I hope it always will be so." It is indeed an honour. When I think of all the hours I spent in study, all the hours I had to work at something considerably under a shilling an hour in order to pay my examination expenses to become legally entitled to dispense—

Syr. ferri phos. co.	3iij.
Oxy. scillæ	3j.
Aq.	ad 3viij.

for an N.H.I. patient suffering from bronchitis and asthma, I feel, with Mr. Bennett, that there is no limit to pharmaceutical pride. I nearly burst with it—or indignation—at being called upon to shove such stuff in a bottle and call it medicine.—Yours, etc.,

GEORGE F. CORRALL.

Enfield Wash.

Limited Companies as Retailers

SIR,—I am confident from my own experience and that of friends that the main reason why young graduates join multiple stores is the greater security of tenure. The typical pharmacist now in business may be an improved edition of the old style, but some of them can and do get rid of a man with little or no consideration. If employees in stores have a habit of clinging to their berths—and they certainly do for the most part—the mistake is their own. Every man should keep in view the idea of a business of his own soon or late. There is ample room for many more proprietor pharmacists, and if our young men were more ambitious there would be, I think, fewer people of the herbalist class and fewer small stores. During a recent walk I passed three shops of this kind which would in each case be better in the hands of a qualified man or woman.

Yours, etc.,

SENEX (5/3).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

F. A. B. (15/2).—**SPRAY FOR TELEPHONES.**—We suggest that your customer submits to the postal authorities a solution prepared on the following lines:—

I		II	
Pine needle oil,		Oil of pumilio pine	80 parts
Formalin ... of each	5ij.	Oil of juniper	10 parts
Acetone ...	5v.	Oil of rosemary	5 parts
Isopropyl alcohol	3xl.	Oil of lavender	3 parts
		Oil of lemon	2 parts
		Isopropyl alcohol	900 parts

Advertiser (21/2). **ALUMINIUM SOLDERING FLUXES.**—In the case of aluminium few, if any, of the fluxes recommended are of use, since the principle requirement of a flux is that it shall dissolve the aluminium oxide. The ordinary method of making soldered joints is by cleaning the surfaces with a file and "tinning" with a layer of solder by heating the surfaces and rubbing the solder in to them. The joint between the surfaces is then made in the usual way. The tinning alloy should be made specially for aluminium work, but for the joint ordinary soft solder is satisfactory. Soldering may also be carried out by first electroplating the surfaces to be soldered. Alternatively the parts can be placed in a strong solution of copper sulphate and touching a soft iron rod until there is a deposit of copper. They are then removed, washed, tinned and soldered.

W. & Co. (25/28).—**TRUSS FITTING.**—There is a chapter in "Diseases and Remedies" (*C. & D. Office*, 5s. 3d. post free) giving details such as chemists often require regarding surgical and medical appliances. Another book is Wood's "Application of Trusses to Herniæ" (Matthews Brothers, London, W.C.1). An article on the subject was published in the *C. & D.*, 1928, II, 726.

Andirgo (26/28).—**CUTICLE REMOVER.**—See *C. & D.*, 1928, I, 460.

J. J. (27/28).—**HAIR-SETTING LOTIONS.**—See *C. & D.*, 1928, II, 682.

A. H. (25/82).—**FERTILISERS.**—The particulars for which you ask are as follows:—The coarse bone meal generally contains about 35 per cent. of organic matter with a nitrogen content of 3.5-4.5 per cent. and calcium phosphate amounting to about 40-50 per cent. A better quality meal contains about 5-5 per cent. nitrogen and about 50 per cent. calcium phosphate, and is free from grease. The percentage of potash in kainite varies from about 15-35. There are three qualities of basic slag: (1) containing phosphoric acid equivalent to 41-43 per cent. tricalcium phosphate, and about 80 per cent. soluble; (2) containing phosphoric acid equivalent to 15-30 per cent. tricalcium phosphate, of which 80 per cent. is soluble; (3) containing 15-20 per cent. tricalcium phosphate, of which less than 20 per cent. is soluble. Slag is sold on the basis of total phosphate. Solubility is determined by the amount which will dissolve in a 2 per cent. citric acid solution, and a good sample should contain 30 per cent. total phosphate, of which 80 per cent. is soluble in the citric solution. It is not clear what information you require in regard to ammonium nitrate and lime. Basic slag usually contains 45 per cent. of lime (2.5 per cent. free lime), while commercial ammonium nitrate contains 96 per cent. ammonium nitrate, which is equal to 33 per cent. nitrogen.

T. H. S. (4/83).—**RECONSTITUTED CREAM.**—This may be prepared as follows:—

Butter ...	...	...	5 lb.
Water ...	...	...	4 lb.
Milk powder	...	...	1 lb.

Mix the water and milk and heat the mixture. Next add the butter in small pieces so that in dropping into the milk it is immediately melted. The temperature is then raised to 145° F. and maintained there for five minutes, after which emulsification should be carried out. The cream must be cooled as soon as it issues from the machine.

Legal Queries

J. W. M. (27/82) carries on a retail chemist's business and asks whether he is entitled to any relief under the de-rating scheme on the ground that at his premises he breaks bulk and packs goods for sale in smaller quantities, makes up and packs pharmaceutical preparations, and dispenses medicines. [As his premises are not used wholly for industrial purposes within the meaning of the Rating and Valuation (Apportionment) Act, 1928, "J. W. M." will not be entitled to the benefit of the de-rating scheme. He is entitled to appeal against his rating assessment if he considers that it is in excess of the true annual value of the property.]

G. P. (18/82) holds business premises under a lease which will expire in December 1930. How will he stand if the landlord refuses to renew the lease? If the landlord does grant a new lease can he fix whatever rent he likes? [Not less than twelve months before the lease will expire "G. P." should give notice to his landlord claiming compensation for loss of goodwill, unless before next December he can obtain from his landlord an extension of the lease upon satisfactory terms. Should the landlord decline to renew the lease at a reasonable rent, and should a lump sum payment not adequately compensate "G. P." for having to leave the premises, the landlord might be ordered to renew the lease at a rent to be settled in the absence of agreement between the parties by the Court. We strongly advise "G. P." to consult a solicitor.]

B. K. (2/82) wants to use alcohol for the purpose of making such preparations as liq. morph. hyd., and asks how he can purchase it subject to the rebate. [Alcohol cannot be obtained subject to the rebate. It has to be bought subject to the full duty chargeable on it. Then, if it is used for a recognised medical purpose a repayment may be obtained of all the duty in excess of 14s. 9d. the proof gallon, if the following conditions are complied with. A claimant for repayment must keep a stock-book open to the inspection of any officer of Customs and Excise, and in this has to be entered (i) all spirits received at the premises; (ii) all spirits delivered from the premises; and (iii) all spirit used on the premises. He must also furnish to the Commissioners all information they require as to (a) spirits received into stock; (b) spirits delivered from stock on his premises; (c) spirits used on the premises; (d) spirits received in any process and the use to which they have been put; and (e) all articles in the preparation of which spirits have been used on the premises. The stock has to be balanced immediately after the end of each month. Every claim for repayment has to be made on an approved form within three months of the date when the spirits were used; but under special circumstances the Commissioners extend this time. Claims are not to be made more frequently than twice in each calendar month in respect of spirits used on the same premises.]

Retrospect of Fifty Years Ago

Reprinted from

The "Chemist and Druggist," March 15, 1879

Lady Pharmacists outside the Pharmaceutical Society

Mr. Robbins moved [at a Council meeting of the Pharmaceutical Society] a resolution that a printed form should be sent with each voting paper to members asking for an expression of opinion as to the admission of women to membership of the Society. He narrated the history of the various contests which had taken place on the subject, and said it was desirable the question should be settled. Those who took sufficient interest in the question either way would reply. The result of the voting would not be necessarily decisive, but whichever way the feeling of the members was expressed the Council would no doubt accept the suggestion. If it were said that this would be a bad precedent, he replied that he should think such a course would be the best to adopt in reference to any question which had remained undecided for some years. Mr. Bottle seconded the proposal. . . . Mr. Shaw, Mr. Frazer, and Mr. Greenish having spoken against the motion, Mr. Robbins replied, and a vote was taken; four voted in favour of it, and nine against it.



[Commenced C. & D., July 5, 1924]

Purging Nut.—See Curcas.

Pyrethrum.—See Insect Powder.

Pyrethrum Root.—This is the root of *Anacyclus Pyrethrum*, D.C. (N.O. *Compositae*). The plant is a prostrate perennial herb growing in Northern Africa, on the high plateaux that divide the desert from the fertile coast regions. It is known to the Berbers as sandasab. The root is collected chiefly in Algeria. In this country it is popularly known as pellitory of Spain, a name which it has retained since the thirteenth century, when it was described in the Meddygon Myddfa by the Welsh physicians under the name of Pelydr yspain, and was then used, as it still is, as a remedy for toothache. It does not appear to have been used externally as a counter-irritant, although it has been given in India in conjunction with galangal and ginger in cases of palsy, and in the days of Avicenna it was prescribed in rigors. A curious use of it in India is that it is given to parrots to make them talk. In appearance the root externally has a strong resemblance to dandelion root, except that the crown of the root usually bears a central tuft of short white hairs; the transverse section also shows a well-marked radiate structure with numerous oil receptacles dotted over the surface, instead of the yellow centre and whitish bark with concentric horny rings present in dandelion. The taste of pellitory is pungent and tingling. The chief constituent to which its sialogogue effect is due is a colourless crystalline alkaloid called pyrethrine or pellitorine and apparently allied to piperine. The root also contains a little volatile oil and about 5 per cent. of inulin. It is sometimes used in lozenge form to stimulate a healthy action of the salivary glands. The tincture is used for toothache with camphorated chloroform on cotton wool, or rubbed along the gums. Pellitory root is sometimes mixed with the root of *Corrigiola telephifolia* Pourr., which, however, is easily distinguished by the transverse fracture having three or four concentric circles, not a radiate structure.

Pyridinised Methylated Spirits.—See Methylated Spirits, Regulations.

Pyrites, or disulphide of iron, is a mineral very widely distributed in nature, but the deposits in Spain are most important commercially, since they contain an average of 47 to 50 per cent. of sulphur. As a source of sulphur in connection with the manufacture of sulphuric acid it is second in importance only to natural sulphur itself, and before the war 88 per cent. of the acid produced in the United Kingdom was made from imported pyrites. The remarkable development in the United States sulphur industry, with the concomitant reduction in prices, however, led to brimstone being substituted for pyrites to a considerable extent, and in 1927 the proportion of sulphuric acid made from the latter dropped to 46 per cent. Cuprous pyrites is sometimes described simply as pyrites, and while this is utilised for its sulphur content, the resulting cinders are treated in order to remove the copper contained. Pyrites is also used in the manufacture of red paints. The world output of all grades now amounts to approximately 4,000,000 tons annually.

Pyrophoric Alloys.—Certain alloys of rare metals, notably iron and cerium, when filed or scratched, give off sparks capable of igniting inflammable gases.

Pyroxylin.—See Guncotton.

Q

Quack.—"A man who makes baseless and boastful pretensions for a method of treatment" (Lord Dawson of Penn—"British Medical Journal," February 25, 1923, p. 321). The O.E.D. explains the word as probably an abbreviation of "quacksalver," one who quacks or boasts about the virtues of his salves. The longer word was common in the seventeenth century, and has been traced to 1579 (*C. & D.*, 1912, II, 749). The shorter form occurs from 1659 onwards, but as a verb dates back to 1628.

Quadrant Sites for Shops.—In many of the popular shopping centres, as well as the new residential districts, circular spaces (sometimes known as circuses) are left at the junctions of several streets, so that the buildings facing the circus are divided up in groups with an arc frontage in the form of a quarter of a circle or quadrant. Shops situated on such sites occupy a point of vantage in relation to retail establishments with a frontage on one street only, in a run of shops where they might pass unnoticed. Shops so situated usually call for special treatment in regard to the design of the shop front. It is essential that it shall blend with the architectural character, not only of the façade of the building to which it belongs, but of the general building scheme of the circus. A series of shops in quadrant formation frequently face a railway terminus, or form an approach to a railway station, public park, or amusement ground. In many districts the local authorities impose more stringent regulations in regard to the character of the shop fronts erected in thoroughfares of this description.

Quadrennial Renovations.—The chemist's shop, as a rule, does not require a thorough overhauling more often than every four years. A good annual turnout and "spring clean" is to be recommended; but renovations and replacement of fixtures, window enclosure, shop front or dispensary may be carried out on a quadrennial basis, so that the minimum disturbance of business is caused. Adhesion to this system ensures that the shop is not only kept in perfect condition, but that, in design and equipment, it is on entirely up-to-date lines.

Quaint Window Attractions.—From time to time it is to the chemist's advantage to introduce amusing or novel features into his window with a view to attracting the attention of the passer-by. The window dresser should, however, be sparing in the use of these display accessories. They can be easily overdone so that they occupy space out of proportion to their value as advertisements. They should be introduced only occasionally, and for short intervals, otherwise they defeat their own ends by adding to rather than decreasing the monotony of the window. The primary function of any display aid should be to direct attention to the goods displayed and not merely to provide free entertainment for the public. A typical display accessory of this class which successfully achieves the dual purpose of attracting attention to the window and giving prominence to the goods is one that is at once amusing and useful, and while admittedly quaint, is strictly practical in its conception, in so far that it inevitably rivets attention upon the article for sale. It comprises a stand on an oval platform. Alongside the pedestal is a little figure with a mischievous expression, pointing to the goods displayed on the shelf at the top of the stand. The attention of the passer-by is first of all attracted to the diminutive figure and then, following the direction of its hand, the window-gazers find themselves examining the goods. Another quaint figure holds in one hand a small oval to represent a mirror, and in the other a gilded wooden plate which might be used for showing a lady's handbag, a few perfumery items, or indeed any article desired.

Quakers' Button.—See Nux Vomica.

Quart.—(1) A measure of capacity equalling a quarter of a gallon (Latin, *quartus* = fourth). The name is traced back in the O.E.D. to about the year 1325. (2) A vessel holding a quarter of a gallon. Woulfe (1767) has the remark that a quart retort holds more than two gallons—a usage probably now obsolete.

The C.&D. Commercial Compendium

"Quarterly Journal of Pharmacy."—Published by The Pharmaceutical Press, 17 Bloomsbury Square, London, W.C.1, under the auspices of the Pharmaceutical Society of Great Britain, at a nominal price of 10s. for each number. The full title is "The Quarterly Journal of Pharmacy and Allied Sciences." As explained by the president of the Society in an "Historical Introduction," the Executive of the British Pharmaceutical Conference has functioned since the year 1922 under the direction of the Society's Council. The journal, the first number of which covered the first quarter of 1928, is designed to replace the "Year-Book of Pharmacy," previously the official record of the work of the Conference, it being thought desirable that scientific data obtained in connection with the Conference proceedings should appear at more frequent intervals than annually. Editor, Dr. C. H. Hampshire.

Quartern.—A term formerly applied to the fourth part of various weights and measures; now chiefly used with reference to potable spirits.

Quarto.—(1) The size obtained by folding any sheet of paper or parchment once. The sizes in use range from imperial quarto (15 in. by 11 in.) to pot quarto ($7\frac{1}{2}$ in. by $6\frac{3}{4}$ in.). (2) A book of one of the quarto sizes.

Quay Shops.—The chemist who takes a shop occupying a site on a harbour, dock or quay will sometimes find that he is called upon to supply unusual lines for which no demands exist in ordinary town shops, especially if the quay is frequented by foreign vessels. Occasionally, he may be called upon to supply large emergency orders for ships' medicinal and drug supplies, surgical equipment, and so on. A reference book of foreign pharmaceutical and medicinal terms will be convenient. If the shop is situated in a position passed by passengers about to sail, preparations for preventing or alleviating sea-sickness may be displayed in the window, or notices recommending their purchase prominently exhibited; while sundries such as sunburn lotion, air cushions, hot-water bottles, medicine cabinets, toilet accessories and any other items which from experience he finds are purchased as last-minute requirements should receive a proportionate share of the display space.

Quebracho Extract, Commerce.—The imports into the United Kingdom during the five years 1923-1927 inclusive were as follows:—

From	1923	1924	1925	1926	1927
	cwt.	cwt.	cwt.	cwt.	cwt.
Netherlands	—	—	8,185	40	—
Italy	10,205	17,705	9,440	11,540	11,685
Argentina	390,197	353,676	484,569	378,235	362,527
Other Foreign Countries	2,616	7,843	5,514	3,566	943
Total	403,018	379,224	507,708	393,381	375,155
Natal	—	6,100	9,116	—	998
Other British Countries	—	—	—	1,285	—
Total	403,018	385,324	516,284	394,666	376,153
Value	£408,864	345,142	516,781	394,939	459,280

Queen's Root.—See Stillingia.

Quermes Mineral.—See Kermes Mineral.

Quick Grass.—See Couch Grass.

Quick Service: Aids.—The best type of fittings for the retail chemist's use are those which enable him to display his stock to maximum advantage, and at the same time to keep it within easy access for immediate service. A reasonable amount of space must necessarily be allotted to pharmacy jars and bottled lines. For these there is no need to use pretentious or ornamental fittings, and an open fixture can be employed without disadvantage. A good standard type of fitting suitable for the average shop is produced in white wood in the following dimensions: Top section, 3 ft. 6 in. high by 6 ft. wide by 9 in. deep; bottom section, 3 ft. high by 6 ft. wide by 1 ft. 7 in. deep. This fixture is fitted out with shelves of wood, two in the top section and one

in the lower section, and divided in the centre in each case by a panel, so that different classes of goods can be stored in each section. Many chemists, with a view to space economy, use wall fittings which reach almost to the ceiling. In a very small shop there may be something to be said for this practice; but it is doubtful if there is anything gained by covering the full height of the wall with fixtures. A break between the top of the fixture and the ceiling is generally to be recommended: it gives the shop a more airy and less crowded appearance. Tall fixtures or shelf fittings installed in the shop generally necessitate the use of a pair of steps or of a lean-to ladder. These take up valuable space behind the counter, and any goods on the top shelves that have to be reached by this method take longer to serve than those that are within hand's reach. Inaccessible items also frequently involve delays in the shop service by causing one assistant to get in another one's way. As a general rule, from 7 ft. to 8 ft. is sufficient height for a wall-fixture or a shelf-fitting of this description. Both fittings and containers should be of a type which allows of the easy removal and replacement of the goods. For counter use, metal or aluminium display stands fitted with a series of adjustable frames for boxed goods are eminently suitable, and specially to be recommended are those which have detachable support clips so that the frames can be adapted to take large or small boxes. A box can be removed for sale from any arm and replaced by another without disturbing any other boxes on show. This is an important point, for when it becomes necessary to remove several articles in order to reach one required by a customer the service in the shop is immediately held up, and the time of an assistant is taken up afterwards in rearranging the counter display, a process which is probably interrupted by the arrival of new customers, with a result that either the customer or the display (or both) receive indifferent, or at any rate divided, attention. Glass counter serving jars for pastilles, lozenges and so on may be obtained in several varieties, and are designed to lie flat on the counter with their contents visible to customers, and a lid or stopper at the back for the convenient withdrawing of the contents, which can be carried out without moving the container. One type is fitted with an aluminium lid or flap on a special spring, with padded edges and screw fastener. These jars are 14 in. long and $7\frac{1}{2}$ in. high, and have a capacity of 10 lb. Another type of counter serving jar has a ground-glass stopper at the back, and measures 12 in. long by 6 in. high. Sliding doors should be used in preference to opening doors for enclosed fixtures in narrow spaces. Quick-selling lines or those for which there is a regular demand should be placed on the lower shelves or in more easily reached positions than those which are asked for only occasionally. Wrapping accessories should have a definite position assigned to them near the serving counter, while paper in conveniently cut sizes or on a wrapping-paper roller should be kept in a recess in the wall-fixture or on the end of the counter. A reasonable space should always be kept clear for service either at the back or in the centre of the counter. If the top of the counter is entirely occupied by displayed articles or allowed to become littered with sundry items, the wrapping and serving of goods is delayed.

Quicksilver.—See Mercury.

Quid pro Quo.—(1) A term originally applied to any medicinal substance used in place of another, whether intentionally or by mistake. The O.E.D. gives the date 1565 for its earliest quotation, and quotes a definition of 1601 with the alternative of "succedan[teum]." A list of permissible succedanea is attributed to Galen (*C. & D.*, 1926, I, 157). (2) The phrase is now used as signifying an equivalent or a consideration.

Quintessence.—(1) In mediæval philosophy, the fifth of the essences latent in all substances and obtainable by distillation or some other alchemical process. (2) In early chemistry, an alcoholic tincture obtainable by digestion at a gentle heat.

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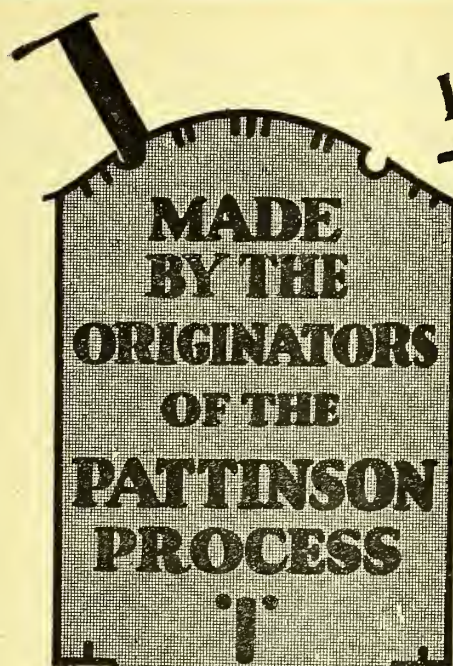
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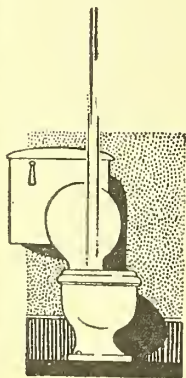
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 Tooth Powders.
 Zymate Tooth Paste.
 Toilet Powders.
 Hydrogen Peroxide.
 Camphorated Oil, B.P.
 Eucalyptus Oil, B.P.
 Olive Oil, B.P.
 Liquid Paraffin, B.P.
 Hair Toilet Lines, Etc., etc.

EXPORT TRADE—Note Brands: "Triumph" and "J.M.S."

28 Arthur Street, Old Kent Road, LONDON, S.E.15.

J. M. S.*Antiphlogistine*

£5 Orders give 33% net. Carriage Paid

THE DENVER CHEMICAL MFG. CO., LONDON, E.3**· APOLLO · PURE LIQUORICE JUICE**

Soluble : Smooth : Free from Grit : Well shaped stick : Rich in Glycyrrhizin.

Packed in 4lb. Cartons, Cases about 1 cwt. No charge for Bay Leaves.

**MACANDREWS & FORBES, LTD., BUSH HOUSE, ALDWYCH, LONDON, W.C.2**

Telegrams: "Macforbes, Estrand, London."

ESTABLISHED 1857.

Telephone: City 0848

Pyorrhosol

(pronounced PYE-RO-SOL)

cures

Pyorrhœa

THE importance of a remedy for Pyorrhœa need not be stressed, and the claims of PYORRHOSOL—that PYORRHOSOL *does* infallibly cure Pyorrhœa—are now endorsed by innumerable doctors and dentists. Since 1921 it has been in their hands, and sales have been steadily increasing, through this professional channel alone, for the last seven years.



The following testimonial (but one of many hundreds) indicates the esteem in which PYORRHOSOL is held:—

Harley Street, W.

"I see on an average six to eight cases of Pyorrhœa daily, and with all my cases I have achieved splendid results (by using Pyorrhosol). I had Pyorrhœa myself for twenty-five years, and it is due to your preparation that I speak in the past tense."

L.D.S., R.C.S., Eng.

PYORRHOSOL IS NOW BEING PLACED ON THE MARKET, SUPPORTED BY STEADY ADVERTISING. Pyorrhœa is so prevalent, and the lay public is so quickly becoming alive to its dangers, that Pyorrhosol—having such powerful medical testimony behind it—is sure of a ready market. On the advice, or with the approval, of their dentists, many people will be demanding Pyorrhosol this Spring.

Test PYORRHOSOL yourself. Or send for convincing literature, with full details as to trade discounts and sales aids.

PYORRHOSOL LTD., 3 LANCASTER PLACE,
STRAND, LONDON, W.C.2



Build Solidly on "Daisy" Business !

"DAISY" offers you a year-round profitable turnover, ready and sure. A never-ceasing, ever-increasing demand which is the result of the universal prevalence of headaches, coupled with powerful and consistent advertising.

"Daisy" is a regular magnet for new business. Headache sufferers are on the look-out for "Daisy." They see "Daisy" in your window, come in for it—and buy other lines as well.

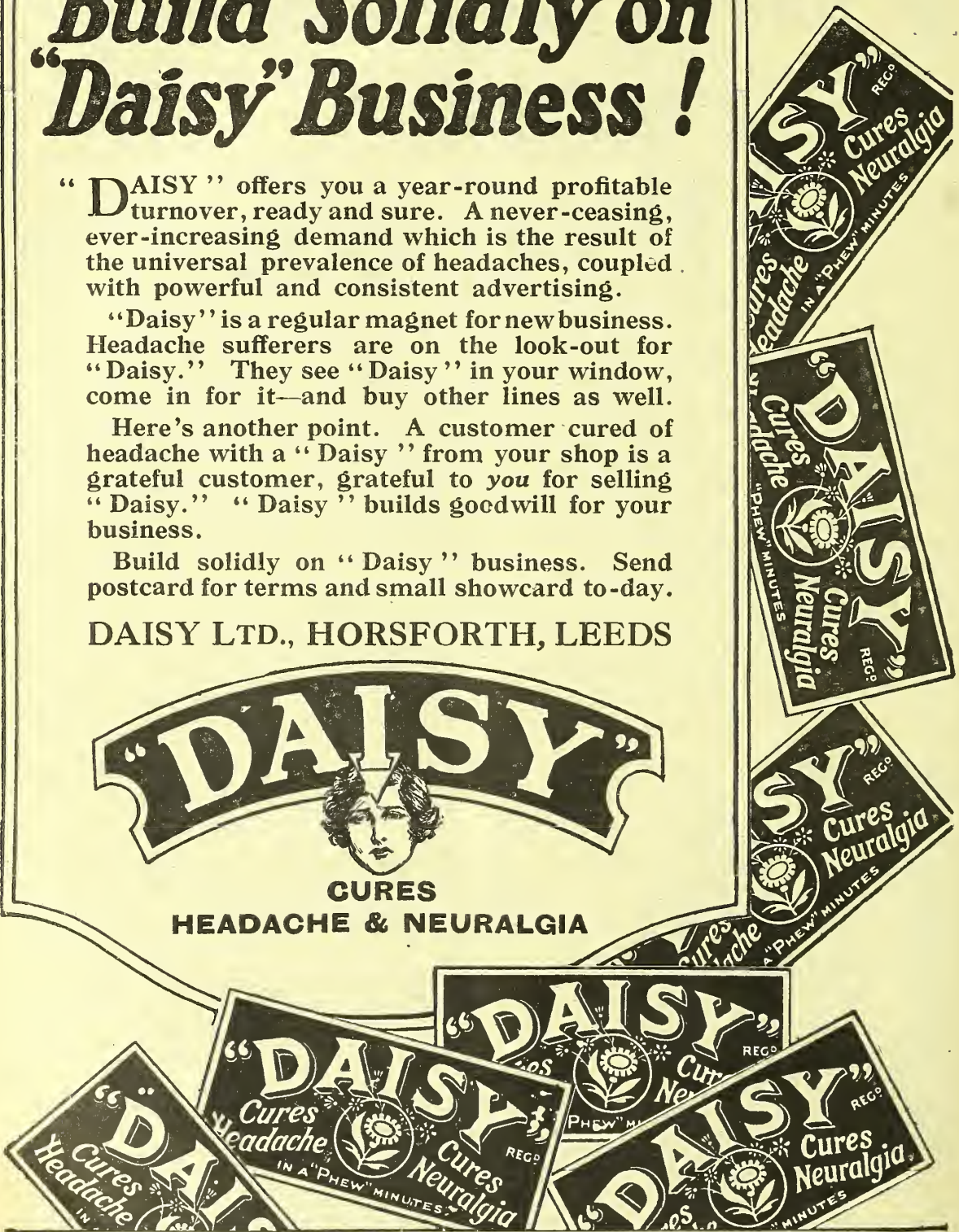
Here's another point. A customer cured of headache with a "Daisy" from your shop is a grateful customer, grateful to you for selling "Daisy." "Daisy" builds goodwill for your business.

Build solidly on "Daisy" business. Send postcard for terms and small showcard to-day.

DAISY LTD., HORSFORTH, LEEDS



**CURES
HEADACHE & NEURALGIA**



What is ★ MONSOL ★ ?

MONSOL is a highly refined and efficient anti-septic prepared from Mond Oils.

MONSOL is a practical application of four essential principles, never before combined :—

- (a) *Germicidal Power* (b) *Complete Penetration*
(c) *Harmless to Tissue* (d) *Healing Action*

Thus—MONSOL attacks all germs, whether surface or deep seated, without irritation or injury.

MONSOL products all combine these unique properties as no other preparations can do.

MONSOL

BRAND

GERMICIDE AND DISINFECTANT

MONSOL
LIQUID for dressings,
douches, packs, and all
sick-room purposes

MONSOL OINTMENT
MONSOL THROAT PASTILLES
MONSOL DENTAL CREAM

MONSOL CAPSULES
Keratin-coated
for intestinal disinfection

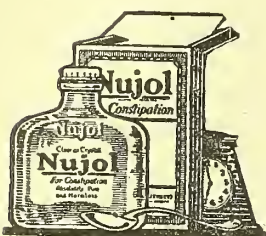
Manufacturers : The Mond Staffordshire Refining Co., Ltd., 47 Victoria Street London, S.W.1

Selling Nujol Saves Time and Makes Money

Nujol is ready for display directly it is unpacked. Time is saved, trouble banished, overheads reduced. This is why Chemists who carry good stocks find window and counter displays so responsive.

Further, Nujol is backed by one of the largest companies in the world, supporting the dealer with continuous publicity in the national press and elsewhere, thereby pre-selling Nujol to the entire community everywhere. Lastly, it pays to sell Nujol because at the reduced prices its value is incomparable and profit generous. Added to this, the efficacy of Nujol is irrefutable. Sell Nujol and prove these facts.

Send immediately for particulars of special bonus offers for window display



'Regular as Clockwork'

Nujol

REGISTERED TRADE MARK

Distributors for NUJOL LABORATORIES:

ANGLO-AMERICAN OIL CO., LTD.
ALBERT STREET, CAMDEN TOWN, LONDON, N.W.1

Telephone:
Hampstead 8066.

PRICES:

2/- size
16/10 per doz.
3/- size
25/2 per doz.
13/6 (100 oz.
Hospital size)
117/6 per doz.

Telegrams:

"Nufinjol-Norwest-
London."

*More and
more
everyday!*

Snowfire Cream is fast becoming the popular favourite. Chemists all over the country are sending in more and more orders every day. Women in their thousands are finding in this fragrant non-greasy cream a real skin beautifier. Recommend Snowfire and secure quick sales and a rapid turnover.

Snowfire CREAM



In handsome Opal jars and neat Aluminium Containers retailing at 1/3 and 3d. respectively.

F. W. Hampshire & Co. (1927) Ltd.
Sunnydale Works, DERBY.

Agents—India:
Messrs. Siqueira & Son,
121 Fort St., Fort, Bombay.
Australia:
Messrs. Salmon & Spraggon,
(Australia) Ltd.
218 Kent St., Sydney, N.S.W.

THERMAL LINIMENT

A very warm and stimulating Liniment.



Nothing produced in the British Empire or in America can be found more effective and quick in its remedial action.

Put up in neat 3 oz. panelled bottles in showy cartons and with labels of a compelling character.

Retail
1/3

Price 3 dozen
8/6 8/-
per Dozen per Dozen

Seller's name and address
printed free on 3 dozen
lots.

Apply—
LOFTHOUSE & SALTMER, Ltd.
Wholesale Druggists
HULL

This entirely new line has heavy advertising and fine profits behind it!



An amazing discovery!
Sparkling
PINE TONIC BATHS
in your own home!

Why not a sparkling tonic
pine bath to-night?
It will give a delightful
tingling freshness to your skin!

Here's a new idea —
Sparkling tonic pine
essence in your bath!

THE beautiful golden coloured
pine essence draws out all the poisons
lurking in the pores and im-
proves the circulation at the surface
of the skin. At the same time it
creates a fragrant ozonic atmosphere
which refreshes the lungs and stimu-
lates the action of the heart.

For tired nerves, rheumatic stiffness or
that "drowsy" feeling the benefit is simply
enormous! And after a tiring day's work or
strenuous exercise a Novopine TONIC
Pine Bath is just what you
need. Just one Sparkling Pine Tablet in your
bath will refresh your whole body and give
you a wonderful feeling of comfort and
relaxation.

Your chemist will supply you with
Novopine as and when you like, you
post free, a sample direct. Order a carton
to-day or fill in the coupon below for sample.
Natural Products Ltd., London & Glasgow.

Novopine
Sparkling Pine
Bath Tablets

Boxes the Chemists
can supply you.

Cartons containing 6 tablets 2/-
Large Boxes containing 3 cartons 6/-

Send this coupon today to:

NAME: _____
ADDRESS: _____

FROM NOW ON—week
by week, striking advertise-
ments are appearing for this
remarkable new product in lead-
ing daily, women's and medical
journals. Any customer you in-
troduce to Novopine Sparkling
Pine Bath Tablets will be grate-
ful to you for having drawn
attention to them.

They are sold in delightful gold
coloured boxes, which are a positive
adornment to any counter, and so
soon as you decide to display them
you will find them selling fast! We
recommend all chemists who enjoy
trade in good class districts to order
a stock of this line.

If you have any difficulty, write
direct to Natural Products, Ltd.,
40 Farnival Street, E.C.4. We
will see you are supplied at once.

2/-
per carton
containing 6
Tablets

6/- per box
containing 3
Cartons

Novopine

Sparkling Pine Bath Tablets

Your wholesaler stocks it!

NEW TERMS

which will bring you A QUICKER PROFIT

SHEPPEY'S CHILBLAIN TABLET

is also included in our current Advertising Campaign, but the terms for this Tablet remain as before, namely:—

TERMS
under 1 gross 1 gross
2d. Tablet 1/3 per doz. 13/6
3d. " 2/- " " 24/-
This is a " Chilblain Season."
Why not capitalise on it by increasing your next order for this famous Preparation?

Manufacturers :
ROBERTS & SHEPPEY, 2, Skipton Street, London, S.E.1

Pharmacists are reminded that application has been made for Sheppey's MEL ROSE Tablet for Face and Hands to be placed on the P.A.T.A. List and that the new terms have taken effect as follows:—

TERMS	Per Doz.	Per Gross.
2d. Tablet (formerly 3d.)	1/4 (33 1/3% on Sales)	16/-
4d. Tablet (formerly 6d.)	2/10 1/2 (36% on Sales)	34/6

These changes maintain a good rate of profit for the Pharmacist, while applying a powerful stimulus to the public demand by giving the customer greatly increased value. Bookings in the National and Women's Press have been substantially increased in order to bring the new retail prices prominently before the public in advertisements framed for that especial purpose.

Your Wholesaler awaits your further Order

SHEPPEY'S MEL ROSE

Tablet for Face and Hands



Established
1833

New Telephone No.:
Barnumsey 1301
(3 lines)

Telegrams:
"Iccac, London."

BAISS BROTHERS & Co. Ltd.

GRANGE WORKS, LONDON, S.E.1

Wholesale and Export Druggists, Manufacturing
Chemists and Druggists' Sundriesmen.

EMULSION SPECIALISTS

Send to us for Samples and Quotations
for your Season's requirements.

"THERMOLIN" (Baiss)

An invaluable Liniment for Rheumatism, Neuritis, etc.
A veritable Pain Killer.

SYR. FERRI PHOSPH. CO. (Baiss)

Absolutely dependable. Guaranteed not to deposit.
Special quotations and sample upon application either for
Bulk or Packed.

The "GRANGE" Spatula

The last word in Hygienic Palette Knives. Let us send you
particulars.

Chemists & Druggists

should note that

Beecham and Veno Proprietaries yield fair profits, and are the
best paying propositions to handle.

Beecham and Veno Proprietaries entail no loss to the Chemist,
as any stocks which may become damaged in any way are
promptly replaced free of charge.

Beecham and Veno Proprietaries are now regarded as the best
selling proprietaries in the Drug Trade.

Beecham and Veno Proprietaries are worth a display in your
establishments, as their steady and increasing sale will amply
repay any selling co-operation extended to them.

It is therefore in the interests of all Chemists and Druggists
to hold good supplies of

BEECHAM'S PILLS

DR. CASSELL'S TABLETS

GERMOLENE

VENO'S LIGHTNING COUGH CURE

BEECHAM'S POWDERS

For latest Price List and particulars send a post-card to

BEECHAMS PILLS, LTD., Chester Road, MANCHESTER

**There are now nearly
2000
Rexall
AGENCIES
in Great Britain and Ireland**

**and 8,000 more spread over
Canada, South Africa, the United
States, and other parts of the
English-speaking world.**

Rexall Chemists have the exclusive sales agency for Rexall Orderlies; Rexall Cherry Bark Cough Remedy; Rexall Bronchial Lozenges; Rexall Throat Pastilles; Puretest Aspirin Tablets; Puretest Iodised Throat Tablets; Puretest Liquid Paraffin, and many other preparations in increasing demand. Jonteel Toilet Preparations and First Aid Plasters and Dressings are also increasing rapidly in sales, through the medium of Rexall Pharmacies.

After 26 years of trading, the fundamental principles of this great co-partnership of retail chemists remain in force unchanged and unaltered.

For further information, apply—

**UNITED DRUG COMPANY, LTD.,
NOTTINGHAM.**

Tested, Tried and Proved

THE value of 'Yadil' is fully recognised by qualified judges. It has been sold all over the world and is being used to-day "back of beyond" as well as in the homes of our own country. Its sale is steadily increasing, old customers are retained while new ones are being added. One or two displayed bottles will quickly establish business which will prove profitable and regular. Any assistance we can give in the provision of advertising material is yours for the asking. The 'Yadil' lines cover, 'Yadil' Anti-septic (liquid and pills), 'Yadil' Ointment, 'Yadil' Pastilles and 'Yadil' Soap.

Yadil Products (1925) Ltd.
Sicilian House, London, W.C.1



Talk Lakerol Pastilles to your customers on bad weather days. You'll find a ready sale because the public know their sterling worth in cases of colds, catarrh and all bronchial troubles. And every sale means a big profit to you.

BONUSES GIVEN ON ALL PURCHASES.

Write for full details of generous terms to—
PASTILLES Ltd., 124 High St., Shoreditch, London, E.1



SANDOZ Pharmaceutical Products

ALLISATIN
BELLADENAL
BELLAFOLINE
CALCIUM
FELAMINE
FEMERGIN
IPECOPAN
LOBELINE
SANDOPTAL
SCILLAREN

Sales Increasing. Sales Guaranteed
No "Dead Stock" Worries

STOCKED BY ALL WHOLESALERS

BROOKS & Warburton, Ltd.
40-42 Lexington Street, London, W.1

Dr. BENGUE'S BALSAM

RHEUMATISM, NEURALGIA, GOUT.

Dr. BENGUE'S ETHYL CHLORIDE.
Dr. BENGUE'S DRAGEES.—EUPURGO.
PULMO (BAILLY).—FORXOL.—OPOBYL.
ANESTILE.—NARCOTILE.—HEMOSTYL.
LIPIODOL.—MUTHANOL.—ARHEMAPECTYL.
ENTERO ANTIGENS.—STAPHYLOTHANOL.
NEOPANCARPINE, RICARD'S CACHETS.

BENGUE & CO., LTD., MFG. CHEMISTS,
24 FITZROY STREET, LONDON, W.1.



TRY AN 'ASPRO' WINDOW DISPLAY AND BUY ON BONUS TERMS

We are frequently pointing out the wonderful pulling power of the 'ASPRO' Window Display on account of its linking up with continuous and ever-increasing publicity. A test made of a display will interest all chemists who wish to increase their business.

'ASPRO' has a Tremendous Power to Build Up a Chemist's Business

A test will demonstrate what a great power 'ASPRO' Publicity is to help the Chemist. It is not only on account of the actual 'ASPRO' that it usually sells, but also on its great value in bringing customers into the Chemist's shop who would not otherwise have come in. Every time you put an 'ASPRO' window display in you connect up with a £250,000 continuous advertising activity just the same as if you put your own name at the foot of the advertisements. Why not write us for a window display to-day, also take advantage of the liberal bonus terms shown below whereby you can make an extra 17% profit?



SEND FOR ONE OF THESE DISPLAYS



Buy 'ASPRO' on Bonus Terms and Get 17% EXTRA PROFIT

Just have a look through your purchases of 'ASPRO' and you will find that you are in a position to buy on Bonus terms. Buying on Bonus terms means extra profit averaging 17% to you. So why not place your next order through your Wholesaler on Bonus terms?



WHAT THE BONUS IS

BONUS on 10's { One Gross Order - Bonus 1 doz. pkts.
Half Gross Order - Bonus ½ doz. pkts.
Half Gross 10's is minimum order accepted for Bonus purposes.

BONUS on 25's { One Gross Order - Bonus 2 doz. pkts.
Half Gross Order - Bonus 1 doz. pkts.
Quarter Gross Order - Bonus ½ doz. pkts.
Quarter Gross is minimum quantity.

NO BONUS ON 60's.

CONDITIONS

The only conditions made are that the Chemist who buys on these terms undertakes to show Advertising matter in his shop window for 14 days and sell at advertised prices. As 'ASPRO' is so extensively advertised, this action will not only bring customers into the Chemist's shop to purchase 'ASPRO' but should enable the Chemist's staff to make other sales to the customers. Acceptance of Bonus is considered acceptance of conditions regarding display and selling prices. For Bonuses it is not necessary to buy both sizes at the same time, i.e., single lots 6 dozen 10's or 3 dozen 25's will qualify the Chemist.

HOW TO ORDER BONUS PARCELS

We do not sell direct to the Chemist. All our business goes through Wholesalers. Orders may be sent either to your Wholesaler or direct to us. If to us, state the name of your Wholesaler so that we may forward the order on, and the Bonus will be supplied direct by us.

ORDINARY PRICES for 'ASPRO' are as follows: { 6d. size containing 10 tablets - 4/6 dozen } **NOTE.**—2/6 size contains 10 extra tablets.
1/3 size containing 25 tablets - 11/6 dozen
2/6 size containing 60 tablets - 21/- dozen

'ASPRO' consists of the purest Acetyl Salicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Agents: GOLLIN & Co. Pty. Ltd. ('Aspro' Dept.), Slough, Bucks.

No proprietary right is claimed in the method of manufacture or the formula.

'Phone: SLOUGH 608

**BIG ADVERTISING! BIGGER SALES!!
BIGGEST PROFITS!!!**

IRVING'S Yeast-Vite TONIC TABLETS.

OUR NATION-WIDE ADVERTISING is creating an unprecedented demand, and Chemists throughout the United Kingdom are reporting as under:—

"Selling like hot cakes."

"Nearly sold out—send enclosed order at once."

"Wonderful Sales."

"Your Advertising is selling the goods as never before."

"Sales greater than ever."

LOOK at the profit on a *Special 14 day Window Show Parcel. Sent Carriage Paid together with BONUS and FREE Display Material.*

		COST.	SELLS.	£5	PARCEL (P.A.T.A.)
6 doz. 1/3 size @ 12/-	£3 12 0	£4 10 0			
1 " 3/- " @ 28/10	1 8 10	1 16 0			
	£5 0 10	£6 6 0			
BONUS 12 only 1/3	free	15 0			
2 " 3/-	free	6 0			
30 days NETT	£5 0 10	£7 7 0			
					PROFIT £2 6 2.

LATEST SHOW MATERIAL to link up with our huge Advertising sent FREE and POST FREE. State whether required for Small, Medium or Large Display.

IMPORTANT.—Our new Factory is in full swing, but we are taxed to the utmost in meeting all demands. Order NOW to avoid losing sales.

IRVING'S YEAST-VITE, LTD., WATFORD, HERTS.

Telephone:—WATFORD 1475 & 806 (5 lines).

Telegrams: YEAST-VITE, WATFORD, HERTS.

ESTABLISHED 1772 HENRY'S CALCINED MAGNESIA

Continues to be prepared with scrupulous care, in the greatest chemical purity by Messrs THOMAS & WILLIAM HENRY, 11, East Street, St. Peter's, Manchester.

And is sold in Bottles, authenticated by a stamp bearing their name.
New York: Messrs. SCHIEFFELIN & CO., William Street.

PRICE 2s 9d

Trade Mark, Henry's Calcined Magnesia.
Paris: Messrs. ROBERTS & CO., S. Rue de la Paix.

PHOSPHATE OF SODA, Pure

For Food Purposes

ASK FOR SAMPLE AND PRICES.

PERRY & HOPE, LTD.

Forth and Clyde Chemical Works, NITSHILL.

Telephone: Giffnock 414 (2 lines).

Telegrams: "Perryope, Nitshill."



Ask for "PAZO"

PILL BOXES

The most convenient and secure Pill Box obtainable.

NO LOOSE BOTTOMS

Samples and Prices on application.

The "PAZO" CO., Oldbury



Petrolagar

(Regd. Trade Mark)

The new style bottle contains precisely the same quantity as the former and affords more convenience to your customers. Order stocks from your wholesaler to-day to meet increased demand.

DESHELL LABORATORIES LTD., BRAYDON ROAD, LONDON, N.16

Phone: CLISSOLD 7741.



(South American Tea)

The sale of Matte Real is an extra sale, not a substitute sale, therefore the profit is an actual one.

Chemists will find that a small display of packets on the counter leads to satisfactory results to their customers and to themselves.

Extra
Sales

No
Trouble

33 1/3 %
Profit

The interest in Dietetics makes it easy to introduce to your customers this
INVIGORATING, DIURETIC, & PALATABLE BEVERAGE,
for use in all cases of Gout, Rheumatism, Arthritis, Neuritis, Dyspepsia, Diabetes.

We should be pleased to send you a sample packet for trial.

TERMS:—

Cases containing the following sizes:

24 x 1/6

Carriage Paid.

12 x 2/9

1 Month.

6 x 5/-

less 33 1/3 %

Show Cards,
Window Bills,
Circulars and
Handbills are
sent with
each order.

Original Cases containing:

400 packets 1/6 size

Carriage Paid.

or 200 " 2/9 "

1 Month,

or 100 " 5/0 "

less 43 1/3 %

Peek, Bros. & Winch, Ltd., 20 Eastcheap, London, E.C.3



A VALUABLE TONIC FOOD FOR NERVES & BRAIN

A N ORGANIC FOOD preparation, containing the *Lipoids* of the substance of the central nervous system and the *Vitamins*, A, B, D and E, combined with Lime, Iron, soluble Lacto-Albumines, Hæmoglobin and Carbo-Hydrates.

A perfectly pure natural Tonic food prepared scientifically under the supervision of experts. An unequalled Reconstituent for both Children and Adults in all cases of weakness or the after-effects of illness.

Obtainable from the Principal Wholesale Chemists and Sundries Houses.

PRICES (P.A.T.A.) for Great Britain and Ireland:
POWDER, Boxes of 1/2 lb. net, 3/- Boxes of 1/4 lb. net, 5/6. TABLETS, Boxes of 54, 3/6.

Special Packing for Export. Prices on application.

In TABLET form "NEW-PROMONTA" is packed in flat boxes each containing 54 tablets. An aluminium tube, which holds a day's supply and can be carried easily in the pocket, is included in every box—a feature of great convenience to travellers and those professionally engaged.

In POWDER form "NEW-PROMONTA" is packed in handy sealed boxes of two sizes containing 1/2 lb. and 1/4 lb. respectively.

"NEW-PROMONTA" is prescribed and recommended by the Medical Profession.

"NEW-PROMONTA" is used in Hospitals and University Clinics.

"NEW-PROMONTA" gives tone and power to the Nervous System and the Brain.

"NEW-PROMONTA" increases the Appetite and aids Digestion.

"NEW-PROMONTA" enriches the Blood.

"NEW-PROMONTA" gives an increased vitality.

"NEW-PROMONTA" is extremely palatable to persons of all ages.

NEW-PROMONTA

A SCIENTIFIC FOOD FOR THE NERVOUS SYSTEM

PROMONTA COMPANY, LIMITED, Westmorland House, 127/131 Regent St., London, W.1
Telephone: Regent 7950. Telegrams: Nupromonta, Piccy, London

“Edme”

Malt Extract with Cod Liver Oil

Guaranteed pure and free
from Preservatives

Manufactured
from Selected
Barley Malt
and the Finest
Norwegian
Cod Liver Oil

Works:
Mistley, Essex.

Write for quotation and sample

Edme Ltd

122, Regent St,
London, W.1.

Telephone:
Regent, 6719. Telegrams:
“Edme, Piccy, London”

PURE ORANGE WINE

A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P.)

Prepared in strict accordance with the Formula of the British Pharmacopoeia.

(Wholesale only.)

Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

“YEAST FOR VITAMIN B.”

*Yeast specially prepared for medicinal
purposes.*

GUARANTEED ABSOLUTELY PURE.

MIDGLEY & PARKINSON, LTD.,
WARREN WORKS, PUDSEY, LEEDS.



CACHETS “FINOT”

(White or Coloured)

With inscriptions in any desired
tint; also Plain or Embossed.

“A distinction all their own.”—C. & D.
“Perfection of Cachets.”—Lancet.

These Cachets are especially adapted for Headache, Neuralgia
and other powders.

COOPER SON & CO. LTD., 80 Gloucester Road, SOUTH KENSINGTON.
in 17 Sizes to fit the various types of Cachet Machines.

ESTABLISHED 1793.

The Best and
Safest Infants’
Medicine of
over 130 years’
standing.

ATKINSON & BARKER'S INFANTS' PRESERVATIVE

Does not
contain
any
Scheduled
Poison.

ROBERT BARKER & SON, LTD., 13 WESLEY STREET, C. on M., MANCHESTER

They need the Sunshine Vitamin 'D'



**YOU CAN
SUPPLY IT
IN YOUR
PRODUCTS!**

All
**LIQUIDS, OILS,
FOODSTUFFS &
PROPRIETARY
ARTICLES**

can Now be effectively
**IRRADIATED &
ACTIVATED** *by*
the 'SCHEIDT' method

*Positive
Control*



**TASTE
FLAVOUR
& ODOUR**
*remain
unchanged*



Entirely New Principles.
[Simple to Operate. Perfect Results.]

ALL ENQUIRIES AND DEMONSTRATIONS AT
The FOODSTUFFS IRRADIATION Co., Ltd.

15 CAROLINE STREET, BEDFORD SQUARE, LONDON, W.C.1

'Phone: MUSEUM 0162.

25 for 10½d.
50 for 1/6
P.A.T.A.

LYCO
*Pure Culture
Yeast Tablets*

Literature and Samples supplied on request by:

**STANDARD YEAST
CO., LTD.**
LONDON
CHISWICK
W.4

Guarantee

Our Lyco Yeast Tablets are expressly guaranteed to contain pure Culture Yeast only and no addition of drugs or any other ingredients is made in the preparation of Lyco Yeast Tablets.



Build up your Strength

Terms and full particulars on application to the Sole Manufacturers:

THE STANDARD YEAST CO., LTD.

Lamb Distillery - - - CHISWICK, LONDON, W.4

Telephone: CHISWICK 3370-71.

WE SPECIALISE IN
OVERALLS
FOR
CHEMISTS, DOCTORS, DENTISTS,
AND ALL KNOWN TRADES
AND PROFESSIONS.

Brewsters
53 and 55
BYROM STREET, LIVERPOOL.
SEND FOR CATALOGUE, POST FREE.

"VAPOFORM" Disinfectant

Regd.

For disinfection of
Rooms,
Confined Spaces, &c.

for HOME
and HOSPITAL

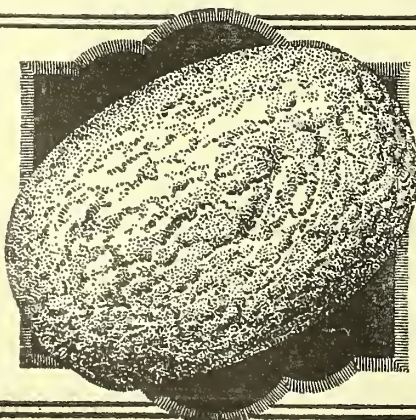
Has no injurious effects
whatever on Furniture,
Utensils, &c.

Small size, capable of disinfecting
1000 to 2000 cubic ft., 8/6 per doz.

Large size, capable of disinfecting
3000 to 6000 cubic ft., 13/- per doz.

Sole Proprietors—

HARKNESS, BEAUMONT & CO., LTD.
Wholesale Chemists, EDINBURGH.



Two thirds
actual size

Bath Rusks

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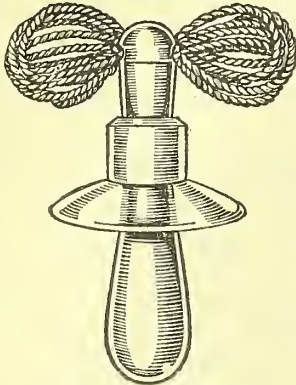
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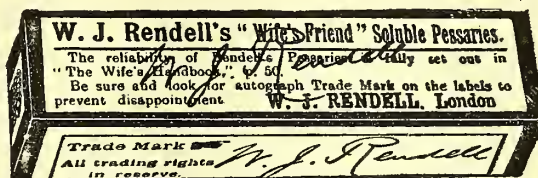
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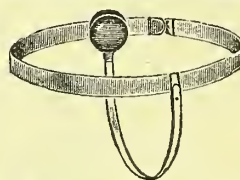
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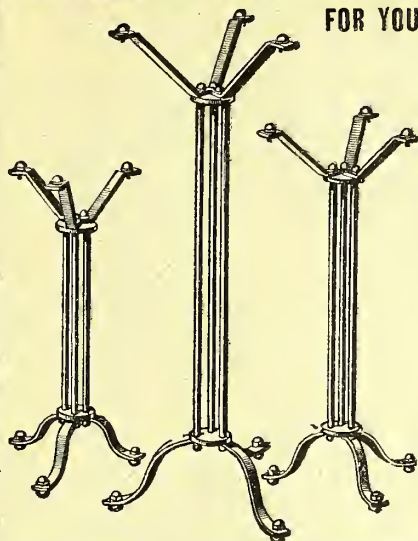
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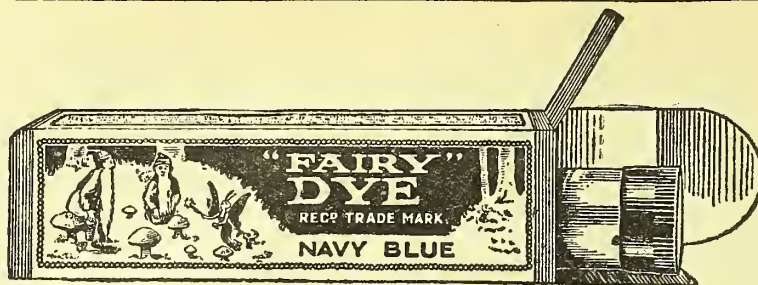
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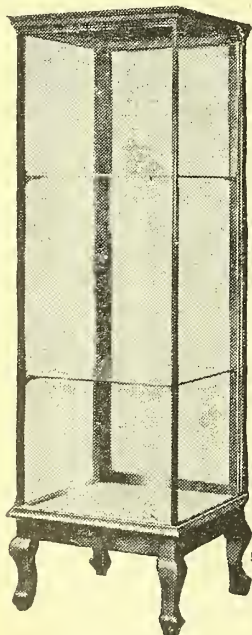
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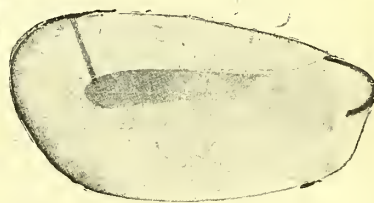
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1.—STAFFS.—Established Chemist's Business; situated on main road; unopposed in Photo and Optics; returns £24 p.w., scope for increase; lease can be arranged; rent £65 p.a.; price asked, lease and goodwill, £150, fixtures and fittings £150, and stock approx. £450. Full particulars on application. (179)

2.—MANCHESTER (District).—Old-established Dispensing Chemist Business in good-class suburb on a yearly tenancy at £120 p.a.; let off £117; returns average £27 per week, all cash; excellent opportunity, as quick sale is desired; good reasons. (172)

3.—DURHAM CO.—Chemist Business for immediate disposal; lease can be arranged at £30 p.a. rent; takings £17; Kodak and Ucal Agencies; good living accommodation. (174)

4.—STAFFS DISTRICT.—Chemist's Business for Sale; held on lease with 5 years to run at rental of £40 per annum; good living accommodation; good scope; price for goodwill, fixtures, lease, etc., £170; stock at valuation; cause of sale lack of capital. Full particulars on application. (169)

5.—HULL.—Dispensing and Family Chemist Business in busy thoroughfare (which will shortly become a main road owing to alterations); rent £26 on a yearly tenancy, which can be secured; returns £900 p.a.; lock-up shop; good prospects for a young qualified man. Further particulars on application. (170)

6.—SOMERSET.—Drug and Photographic Business; premises, which consist of lock-up shop with room at rear, held on lease with 8 years to run at rental of £88 p.a. inclusive; good scope for live man; price asked £400. (178)

7.—LONDON, S.W.—Very old-established Family Retail and Dispensing Business, occupying prominent corner position in busy thoroughfare; lock-up shop with storage accommodation; held on advantageous lease at £100 per annum; returns approximately £2,500 per annum; can be increased under personal management. Full particulars on application. (148)

8.—LONDON, N.—Old-established Retail Dispensing Cash Pharmacy; well-fitted shop and good stock carried; returns average £24 per week, but can be increased with capital; premises include good living accommodation, and freehold can be purchased, or lease obtained; fullest particulars on application; no reasonable offer refused. (182)

9.—LONDON, N.W.—Retail Dispensing Business on 13 years' lease at £52 per annum inclusive; returns £1,000 p.a.; excellent opportunity for young qualified man. Further particulars on application. (183)

10.—SOUTHEAST-ON-SEA.—For immediate disposal, Chemist's Business, in busy centre; premises consist of lock-up shop, with Dispensing and storage room; rent £200 per annum, progressive; returns average £1,500, could be increased. Fullest particulars on application. (175)

11.—WANTED.—Two Chemists' Businesses in or near London; net profits not less than £1,000 per annum. All communications treated with strictest confidence.

12.—CARMARTHENSHIRE.—Old-established Chemist's Business situated in good position on main street, with living accommodation; held on lease for 7-14 years; rent £400 p.a.; returns average £35-40; could be increased; stock approx. £8-900. Further particulars on application. (176)

13.—LANCS.—Old-established Chemist's Business, with Wine Licence; premises consist of shop and dwelling-house; property for sale, £1,000. Full particulars on application. (177)

14.—LONDON, N.—Established Chemist's Business; premises, which include convenient living accommodation, held on lease, 15 years to run; rental £50 p.a.; stock approx. £285; price asked £550, all at. Further particulars on application. (180)

15.—LONDON, S.E.—Old-established Dispensing and Family Business; in good position; returns average £20 per week; well-fitted shop; good scope for young and energetic chemist; price, all at £550. Full particulars on application. (184)

16.—LONDON, S.E.—Well-situated Drug Stores; premises held on lease, with 17 years to run, at rental of £68 per annum; let off £91; returns average £25 to £30 per week; good opening for N.H.I.; growing district; fullest particulars on application. (185)

17.—ESSEX.—Two Chemists' Shops for immediate disposal; premises held on lease at rental of £62 and £52 respectively; returns average £1,189 and £792 per annum; price asked £1,000 all at; full particulars on application. (187)

18.—SHEFFIELD (Suburb).—Chemist's Business; recently established; rent 14s. weekly; rates 7s. 6d.; returns approximately £780; could be considerably increased; offers invited. Further particulars on application.

Stocktaking and Valuation of Businesses undertaken at moderate inclusive fee. Chemists are invited to consult us in respect of their requirements in connection with sale or purchase of businesses. Chemists in the North are requested to communicate with our Liverpool Offices.

ERNEST J. GEORGE

CHEMISTS' VALUER

Invites enquiries relative to the following, which have been carefully investigated.

18.—FAMILY BUSINESS in Cheshire, doing about £900, and capable of increase with personal attention; low rent; special terms to quick purchaser; stock and fixtures about £700.

37.—LONDON, S.E.—Unopposed position, with good house; 12 years' lease; rent £52 p.a.; present turnover £1,430; capable of increase; Kodak and Ucal Agencies; splendid opening for Optics; price £850.

36.—LONDON, E.—Main road position; long lease; rent £120 p.a., with small living accommodation; present turnover (average) £1,560 p.a.; N.H.I., Kodak Agency; price £400; stock at valuation.

35.—SOUTH STAFFS.—An opportunity occurs to acquire established Business, with N.H.I. and photo, doing £500-£600; good house, garden, etc.; price £350.

35.—LONDON, S.E.—Unopposed position in thickly populated district; lock-up; turnover (average) £1,300 p.a., under management; price £550.

31.—LONDON, W.—Good opportunity for energetic man in middle-class Business, doing £1,410 p.a.; gross 40%; long lease; accountant's figures available; price £1,050.

30.—LANCASHIRE COAST RESORT.—Good Retail Business doing over £2,000 p.a.; net profit £500 approx.; N.H.I. and Kodak Agency; good house attached; shop and house recently improved; 14 years' lease; rent £52, rising to £78 p.a.; will bear investigation; price £1,650, or near offer.

29.—ESSEX COAST.—Owner retiring; established 25 years; Family and Dispensing, with Photo; no opposition; present turnover £1,100; good opportunity for "live" pharmacist; price £700.

28.—SUSSEX COAST.—High-class Pharmacy, fully stocked; Library, 200 books; lady assistant; new fittings; 20 years' lease; rent £96; rates £30 p.a.; average £35 p.w. (only opened 9 months); excellent prospects; N.H.I. 300 per month; house attached, electric all through, 5 rooms, bathroom (h. & c.); price £2,500.

27.—POPULAR LANCASHIRE WATERING-PLACE.—Good corner Pharmacy; tram route; turnover £2,500; net profit £550; large Photographic trade; excellent scope for general increase for keen man; stock and fixtures at valuation; goodwill to be arranged.

25.—LONDON, W.—Excellent opportunity for unqualified man to acquire unopposed Business doing £700 (with Kodak Agency); price £275.

23.—LONDON, S.W.—Old-established Family and Dispensing Business, with Photo and Optics, also N.H.I.; well-fitted and stocked Pharmacy; good house, garden, side entrance, etc.; price £1,200 (optical stock and equipment extra, and optional).

22.—MIDLANDS.—Excellent opportunity for young qualified man; Drug Store in growing district; population 4,000-5,000; no opposition; well fitted and stocked; good living accommodation and lease; rent 17s. 6d. weekly; present turnover £750; audited accounts; doctors and nursing home near; good prospects for N.H.I.; live Kodak Agency; qualified man could considerably increase; stock and fittings about £300; total ingoing for quick sale, £500.

19.—Special offer of Wholesale Druggist's Business in provinces; turnover about £10,000; good net profits; capable of much expansion; inquiries invited.

16.—LANCASHIRE COAST.—Turnover, about £1,900; profit £450; stock and fixtures, estimated £1,000; total ingoing £1,500; Kodak Agency; lease can be arranged.

15.—NORTH STAFFS.—Family and Dispensing, with Optics and Photography; N.H.I. average 750 scripts per month; turnover, approximately £1,300; profit about £350; price £850; premises can be bought or leased; rent 25s. weekly; living accommodation

11.—LONDON, N.W.—Family and Dispensing, N.H.I., Photo; turnover £1,200; rent £140; sub-lets £105; price £450 (stock and fixtures at valuation).

6.—LONDON, E.—Unopposed position; population 14,000; N.H.I., Kodak Agency, also big Prescribing; capable of considerable increase; turnover £1,517; profit £203; rent £65 per annum; sub-let £52 10s. per annum; price £875.

STOCKS, ETC., VALUED FOR ALL PURPOSES

7 Southampton Row, London, W.C.1. Tel.: Holborn 8158

3 St. Paul's Close, Walsall. Tel. 774 and 1000

BERDOE & FISH**CHEMISTS' VALUERS AND TRANSFER AGENTS,****41 Argyle Square, KING'S CROSS, W.C.1**

(One minute from St. Pancras and King's Cross Stations.)

1.—YORKSHIRE COAST.—Light Retail Dispensing and Photographic, in popular resort; returns £2,350; excellent stock; good house and pharmacy; price £1,850.**2.—SOUTHAMPTON (Near).**—Progressive Cash Retail, in rapidly growing district; returns over £1,900; audited books; good stock; well-fitted pharmacy, with convenient house; price to be arranged.**3.—WILTS.**—Unopposed Light Country Retail, with Kodak Agency; returns £1,200; gross profits 40%; smart fitted pharmacy; good house and garden; excellent stock; price £800, or offer.**4.—ESSEX** (25 miles out).—Profitable Cash Retail with Branch, returning about £2,000; gross profits £800; audited figures; scope for increase; growing district; fully stocked; price £1,000, or valuation terms arranged.**6.—DORSET COAST.**—Profitable Drug Store and Tobaccoist's Business, in prominent position; returns £2,150, besides valuable appointment; net profit £535; audited books; smart shop, well stocked, living accommodation over; price £1,550.**6.—LINGS (Death Vacancy).**—Profitable Light Cash Retail, with own specialities; returns average about £900; plenty of scope; no near opposition; good house; price, including freehold, about £1,300; worth attention.**7.—NORFOLK.**—Old-established Mixed Country Retail; unopposed; returns £1,160; books properly kept; large house, garage, and splendid garden; well stocked; price £1,050.**8.—SOUTH COAST.**—Good-class Retail and Photographic Business, with exceptional sale of own specialities; returns, under manager, £1,450; plenty of scope; central position; handsomely-fitted pharmacy and good stock; price £1,050.**9.—WESTERN SUBURB.**—Light Cash Retail and Photographic, with N.H.I.; returns £1,900; audited books; valuable lease; profit rental; price £675, plus stock at valuation.**10.—LONDON, S.W.**—Light Cash Retail, with N.H.I.; main road position; returns, under manager, £2,000; net profit £458, clear; good stock; price £1,150; personally recommended.**11.—LONDON, S.E.**—Very profitable Cash Retail; returns £124 monthly at full prices; low expenses; no near opposition; scope for increase; price for early sale £500.

Estab. 1870.

Telephone: Terminus 3574.

STOCKTAKING
STOCKTAKING **SAVE TIME & TROUBLE**
Write to**CHAS. C. MARSDEN,**
Chemists' Valuer, Transfer Agent and Stocktaker,
44 SHOLEBROKE VIEW, LEEDS.**MACHINERY FOR SALE.****SUPERCORK, LTD.** (in Liquidation),
SPENCER HILL ROAD, WIMBLEDON, S.W.
PLANT for SALE by TENDER, including:—
250-TON HYDRAULIC PRESS and PUMP by
Mills, **DISINTEGRATOR** by Christie-
Norris, size 2½, Lead-lined Tanks, Vertical Steam
Boiler and Superheater, 5 and 35 h.p. **ELECTRIC**
MOTORS, A.C., two Mixing Machines, **LARGE**
QUANTITY GRANULATED CORK SLABS, etc.
For Form of Tender for the whole or lots apply to
LEOPOLD FARMER & SONS, Auctioneers,
46 Gresham Street, E.C.2.**AGENCIES.****SOLE Agent** of a Dutch Speciality requires an Agent for
United Kingdom and Ireland, with large connections among
Druggists' and Confectionery shops; original Dutch packing.
Write full particulars to Messrs. C. de Haan, Import-Export,
Rijswijk (Z.H.), Holland.**APPRENTICES WANTED.****APPRENTICE** wanted; must have passed Preliminary; a good
training under personal supervision of proprietor. Apply
P. D. Nowell, 25 Park Parade, Harlesden, N.W.10.**BUSINESSES FOR DISPOSAL.****BOURNEMOUTH OUTSKIRTS.**—A sound Dispensing and
Light General Chemist's Business; turnover £1,100; shop
with good modern living accommodation; main road; rates only
£15 per annum; price £1,900 all at, including freehold.
143/995, Office of this Paper.**BRISTON** (main road).—Chemist and Druggist Business for
Sale; double-fronted shop and 7 rooms; busy neighbour-
hood; price £2,000; freehold of premises can be purchased.
Apply Wellings, Auctioneer, Earlsfield, S.W.18.**HERTFORDSHIRE.**—Old-established Mixed Country Retail
(unopposed), with Sheep Dipping and Tobacco; N.H.I.;
returns £1,800; good house and garden; price £800, or near
offer for quick sale. Burton, Chemist, Ashwell.**LONDON, S.E.**—Chemist's Business for immediate disposal;
£20 weekly; N.H.I. 400-500 month; 14 years' lease to
run; rent £60; top part sub-let at £52 per annum; ill-health
reason for disposal; takings could be considerably increased;
price £250, or offer. 185/6, Office of this Paper.**NEAR MIDDLESBROUGH.**—Old-established Pharmacy in
populous district; N.H.I. and Kodak Agency; good reasons
for disposal; returns for last 3 years average £1,817 at good
profits; roomy premises, with house above, let off; well stocked
and fitted; price £1,300; premises (freehold) for sale, £1,000, or
suggestions entertained. 185/20, Office of this Paper.**SHEFFIELD DISTRICT** (industrial area).—For Sale, estab-
lished Retail and Dispensing Business; well-stocked shop;
takings £15 per week; can be increased; living accommodation
if required; low rental; 5 years' lease; bargain price for quick
sale. Further particulars on application to Bashforth & Boler,
45 Bank Street, Sheffield.**SOUTHEND-ON-SEA.**—For quick sale. £350 secures genuine
Chemist's Business; main road position; house attached;
moderate rent; trade £20 per week; double in season; Kodak,
N.H.I.; sound living; every investigation; sacrifice. 182/16,
Office of this Paper.**SOUTHEND, ESSEX.**—£275 for genuine Light Cash Retail;
main road; beautifully fitted; nicely stocked; established
6 years; lock-up; house portion available later; premises in good
repair; been neglected; good opening for new lines; rent £48,
plus rates; renewable lease at present rental; relinquishing
through ill-health. Full particulars at interview. "Statim,"
184/35, Office of this Paper.**SOUTHPORT.**—Established Business for Sale; near centre;
price about £1,000, or nearest offer; lease or buy premises.
Write "Chemist," 17 Clinning Road, Birkdale, Southport.**YORKSHIRE.**—Family and Agricultural Business, with
unlimited agricultural scope; best position in town; excellent
opportunity to acquire an old-established business with large
connection; owner retiring; price £3,500 for stock and fixtures
and goodwill by agreement. 185/27, Office of this Paper.**COUNTRY** Business in Midlands; average turnover last three
years £1,200; no opposition; Kodak, Rexall Agencies;
large house, private side entrance, with large yard, garden, out-
buildings, etc.; rent £39; lease 14 years; must sell; sound
reason for disposal; first reasonable offer secures. 182/14, Office
of this Paper.**COUNTRY** Pharmacy; good scope; N.H.I. small; unopposed;
Optical connection; Rexall and Kodak Agencies; Family Dis-
pensing; Photographics and tourist business; very good in
summer months; low rent; £450 or near offer. Apply "Aquila,"
184/51, Office of this Paper.**EXCEPTIONAL** opportunities and well worth attention, all
offered at valuation:—(1) Peak district. Well-established,
high-class Business, returning £1,600 yearly; easy rent; lease;
vendor retiring; about £1,200 required. (2) Bolton. Two
genuine offers, with or without property, sacrifice owing to con-
tinued illness; good profitable returns; chance seldom met with;
about £2,000 required for both businesses. (3) Blackpool. Good
class; splendid position; valuable lease; easy rental;
returns £2,200 yearly; about £1,400 required. Other exclusive
offers, Manchester, etc., £250 £1,500. Brierley, Chemists'
Valuer, 135 Queen Street, Newton Heath, Manchester. (Tel.:
Fallswood 115.)**FOR** disposal or Partnership, attractive Registered Trade
Mark and Formula of genuine specific of exceptional
demand. "W. C. A.," 86 Algernon Road, Lewisham, S.E.15.**FOR** Sale, in North Wales, a prosperous Business which under
qualified proprietorship offers vastly improved prospects.
Apply to "Cymro," c/o Evans Sons Lescher & Webb, Ltd.,
Liverpool.**MAIN** street large town, Lancashire; newly opened; good
reasons selling; valuation price; splendid scope. 183/37,
Office of this Paper.

MUST be sold to wind up estate; Exeter; busy thoroughfare; double-fronted freehold shop and dwelling-house, where Chemist's Business has been carried on for many years; only available through death of proprietor; good opportunity for energetic man; low price; early possession. Cox & Co., Estate Agents, South Street, Exeter.

£375, GLOUCESTERSHIRE.—Branch Business in growing suburb of large city, industrial neighbourhood, doing at present £20 weekly under management; capable of considerable increase; reason for disposal ill-health. 184/34, Office of this Paper.

BUSINESSES WANTED.

WEST OF ENGLAND (Bristol district or seaside).—Advertiser would like to hear of a Business returning about £2,500 at fair prices and not involving purchasing property; well known to London wholesalers; would consider desirable proposition on South or South-West Coast. 184/12, Office of this Paper.

AN established Perfumery House desires to acquire a Soap Business, either by purchase or amalgamation. 143/998, Office of this Paper.

BUSINESSES WANTED IN ALL DISTRICTS

by an important company formation; proprietors and staff retained, cash prices paid. Reply (in strict confidence) to R. A. Raceford, 29a Charing Cross Road, W.C.2.

BUSINESS required, London, good-class, or Partnership in same. 143/1000, Office of this Paper.

CHEMIST Businesses in good positions wanted throughout the country by an important company now in course of formation; fair price paid, and vendors will have the option of managing. Send full particulars, which will be treated as strictly confidential, to Jerrold Natban, 80-86 Regent Street, London, W.1.

CHEMISTS' Businesses required throughout the British Isles; large or small; freehold or leasehold; fair price paid and quick cash settlement can be arranged; proprietors and staff will have the option of remaining. Full particulars, including turnover, net profits, stock, etc., to be stated, which will be treated in strict confidence. Reply 183/36, Office of this Paper.

MESSRS. BERDOE & FISH have a large number of genuine cash buyers seeking sound concerns in all parts up to £4,000, and cordially invite correspondence from intending vendors. Private register kept and quick sales negotiated without publicity. Transfer Offices: 41 Argyle Square, King's Cross, W.C.1. Telephone: Terminus 3574.

PREMISES TO LET.

BRIXTON ROAD.—Shops, about 17 ft. by 50 ft., each with upper part of 4 rooms, kitchen and bath; lease 21 years; rent £300 per annum; no premium. Apply Hillier, Parker, May & Rowden, 27 Maddox Street, W.1.

PREMISES to Let, High Street, Burnham, Bucks; double-fronted shop, dining room, kitchen, scullery, four bedrooms, bathroom, etc.; very suitable for Chemist and Photographer. Apply E. & E. Lawley, Newsagents and Stationers.

SHOPS with Flat over to Let on lease in excellent position at Bromley; suit Chemist. Apply Baxter, Payne & Lepper, opposite G.P.O., Bromley, Kent.

TO Let on lease, in rapidly growing residential suburb of large South Coast town, excellent shop, with living accommodation, suitably fitted for Chemist; magnificent opportunity; no near competition; £104 per annum; fittings at valuation. James & Sons, Station Approach, Parkstone, Dorset.

TO Let, Shop, modern, lock-up, cellars and outbuilding, in block of business premises, situate main road to North, centre of rapidly increasing Nottingham suburbs, with population 10,000 without Chemist, Dentist, Optician; possession March 25; rent £42 per annum; rates low. Apply 53 Grange Road, Woodthorpe, Notts.

PREMISES FOR SALE.

BENFLEET, ESSEX (L.M.S.).—Splendid opening for Chemist in new row shops; freehold £950, or £2 weekly rent, exclusive; will pay to investigate; builders will give reasonable help to open a good man. Apply Raffin & Bonson, Builders, Benfleet (near Southend).

PARTNERSHIP.

CHEMIST, with small but lucrative working-class business in Greater London, E., requires Partner with view to open one branch and eventually more; advertiser has adequate experience. Please give full particulars and state capital available. 184/15, Office of this Paper.

PATENT.

THE Proprietors of British Letters Patent No. 231,827, "Production of Inactive Menthol," are desirous of entering into negotiations with interested parties for the granting of Licences thereunder on reasonable terms, or for the Sale of Patent outright. Communications please address to Dick Pollak & Mercer, Chartered Patent Agents, 20-23 Holborn, London, E.C.1.

TENDERS INVITED.

SEVERALLS MENTAL HOSPITAL, COLCHESTER.

THE Committee of Visitors invite Tenders for the supply of Drugs for the six months ending 30th September, 1929. For form of tender apply, enclosing stamped, addressed envelope, to the Clerk of the Hospital, Severalls Mental Hospital, Colchester.

Scaled tenders must be received not later than 16th March 1929, addressed to the Committee of Visitors, Severalls Mental Hospital, Colchester.

The Committee do not bind themselves to accept the lowest or any tender.

SITUATIONS OPEN.

RETAIL.

[HOME.]

BRENTWOOD, ESSEX.—Wanted, Junior male, unqualified, must be used to quick Counter and Dispensing; business in main street. Apply, stating age, experience, salary required, photo if possible, to the Manager, c/o T. Bella Pharmaceutical Chemist, 31 High Street, Brentwood.

HASLEMERE.—Good unqualified male Assistant required; once; age 25-30; Dispensing and Photographic. Please give usual details in first letter. R. C. Harrison, Old B. Pharmacy.

KENT.—Assistant required (not over 30) for market town; previous experience of Agricultural trade essential. Give full particulars, stating age and salary required. 182/270, Office of this Paper.

KENT.—Immediately, young qualified Assistant for middle-class business with Photography; good business built up; essential; abstainer preferred; state in first instance full details as to age, height, experience and salary required; interview important. Apply C. E. Beveridge, 185 High Street, Gillingham.

KENT.—Junior Assistant (lady or gent.) for good-class business; able to Dispense and with some knowledge of Photography. Apply, stating full particulars in first letter, state age, experience, salary required, etc., to S. G. Court, 32 High Street, Whitstable.

LEED, STAFFS.—Wanted, for middle-class business, a Photographic connection, smart Assistant (male, unqualified); must be capable and energetic on the Counter; able to Dispense; sound working knowledge of Photography; send photo, references; state salary required. Martin, Chemist, Leed.

LIVERPOOL.—Fully qualified lady required for busy City Retail and N.H.I. Dispensing business; previous experience of this character necessary. State in first instance age, salary required, and when at liberty. 182/26, Office of this Paper.

LONDON, S.W.—Qualified Chemist; experienced and energetic; capable of management. Particulars to 143/990, Office of this Paper.

LONDON, N.—Junior Assistant required immediately; must be used to busy Counter trade and N.H.I. Dispensing. State age, salary required, when at liberty, etc. 182/27, Office of this Paper.

LONDON, N.W.—Qualified Manager, about 30 years of age, for Family and Dispensing business in good suburb; exceptional opening for thoroughly capable man. Give full details of previous experience, salary required, and when at liberty. 182/273, Office of this Paper.

LONDON, W.C.—Smart qualified Manager required for a good-class business in busy thoroughfare. Give full particulars, stating age, previous experience, and salary required. 182/272, Office of this Paper.

LONDON, N.—Young unqualified Assistant wanted for cash and N.H.I. business. Apply, by letter, giving particulars of experience, age, height and salary required, to "Chemist," 75 Nevill Road, N.16.

LONDON, N.W.—Required immediately, Junior Assistant (male, age about 20 years) for good-class Dispensing business; must have had good experience and be well recommended. Apply, by letter, to P. Davidson (F. Noble, M.P.S.), 342 High Road, London, N.W.6.

LONDON, W.—A smart young Junior Assistant wanted. Write, giving full particulars of experience, age and salary required. D. H. Owles (Faulkner & Co.), 173 Ladbroke Grove.

LONDON, W.C., also EASTBOURNE.—Junior, completed apprenticeship; smart, capable, experienced, all-round, outdoors. Apply, stating age, height, experience and salary required, enclose photo (will be returned) to Cofmans' Pharmacy, 123 Baker Street, W.1.

LONDON, W.1.—Qualified Assistant (male) wanted soon for a high-class West-End Dispensing Pharmacy. Please give full particulars, more especially where dispensing experience was gained, when at liberty, and when available for interview in London. 184/9, Office of this Paper.

LONDON, E.10.—Qualified lady Chemist required at once; Dispensing and Counter; no Thursday evenings duty; alternate Sunday evening duty at branch; salary commences £3 10s. per week; permanency. Apply, stating age, experience and references, to 184/18, Office of this Paper.

LONDON, W.—Wanted, shortly, a capable Junior Assistant of experience and good address for a high-class Dispensing business. 185/10, Office of this Paper.

LONDON, W.4.—Junior or Improver required for Counter and Dispensing; must be quick on the Counter and a willing worker. Apply, stating age and previous experience, to 184/32, Office of this Paper.

LONDON, E.—Junior Assistant (male), about 20; served apprenticeship; some experience in Dispensing and knowledge of Photography. Apply, giving full particulars, age, height, experience, salary required, also photo (if possible), which will be returned, 184/26, Office of this Paper.

LONDON, E.—Wanted, experienced, unqualified Assistant; must be efficient, good Window-dresser, a quick, neat and accurate Dispenser. Please send full particulars, and photo if possible, in first letter, age, height, experience and salary expected, to 144/101, Office of this Paper.

LONDON, S.W.11.—Young lady Assistant required at once; must be quick and capable. Applications should state age, experience and salary required. 186/2, Office of this Paper.

LONDON, E.—Unqualified Manager required for Drug Stores with Kodak Agency; good energetic Salesman required. Apply, stating age, experience, salary required, to 185/380, Office of this Paper.

LONDON, W. SUBURB.—Qualified Manager required for small branch middle-class Retail and Kodak business; now neglected, and offers good scope for energetic manager. Apply, stating age, experience, salary required, to 185/38, Office of this Paper.

MANCHESTER.—Wanted shortly, unqualified Assistant for good-class Retail and Dispensing business; must be quick and accurate. Give full particulars as to age, height, experience, etc., in first letter. 185/32, Office of this Paper.

NEAR MANCHESTER.—Wanted, a reliable Assistant (lady or gentleman); must have a knowledge of Photography and be a good Window-dresser; qualified or unqualified. State full particulars. 183/39, Office of this Paper.

NORTH DEVON.—Required, qualified lady Assistant to manage branch from March 26 to end of September; must be smart at the Counter, reliable Dispenser; Photographic experience essential. Apply, stating age, salary required, and experience, Broom, Chemist, Lynmouth.

WEST-END.—Wanted, a French-speaking Assistant with a knowledge of Foreign Patent Medicines. Kindly state experience, height, age, and salary required to 182/21, Office of this Paper.

YORKSHIRE (WEST RIDING).—Qualified Manager wanted; must be a good, all-round man. Apply, with full particulars, age, height and experience, etc., 144/104, Office of this Paper.

YORKSHIRE DISTRICT.—Qualified Assistant wanted. Full particulars, age, height, salary required and when at liberty. 144/105, Office of this Paper.

A QUALIFIED man required for Birmingham business in working-class neighbourhood; must be a thoroughly reliable man; salary, commission and permanency. Full particulars to 144/102, Office of this Paper.

A VACANCY occurs in a mixed country business in Essex for a young lady Apprentice, indoors, good home, or lady Assistant willing to accept small salary might suit. Apply 184/33, Office of this Paper.

A N opportunity will occur in about one month's time for a qualified Chemist and Optician (J.C.Q.O.) to take charge of the Optical side of a high-class business in the West Riding of Yorkshire; a good salary plus commission will be paid to a really efficient man. Reply, giving all possible information, to 184/6, Office of this Paper.

ASSISTANT; unqualified (male); young; just out of apprenticeship would suit; smart appearance and good address essential, also pleasing manner; good-class business easy reach London and Epping Forest. Apply, without stamped envelope enclosed, Matthews & Son, Chemists, 722 High Road, Leytonstone, Essex.

ASSISTANT required for good-class business in London, S.W.; must be reliable Dispenser and good Counter-hand; good prospects for right man; interview essential. ("P. B. P.," 10 Powis Street, Woolwich, S.E.

ASSISTANT, South London, age about 30, for modern competitive cash business; must be good window-dresser with original ideas. In reply, please give full details of experience, last reference (no copies), exact age, and salary required to 184/8, Office of this Paper.

AT ONCE.—Assistant, about 25, for good-class Retail, Dispensing and Photographic business. Full particulars with salary required to Hill, Chemist, Westgate-on-Sea.

COMPETENT Assistant (male), unqualified, with good experience, used to quick Counter trade and N.H.I. Dispensing; good references essential. Apply, stating age, height, references and salary required, and when at liberty (earliest), to W. H. Walker, Chemist, Willenball, Staffs.

COMPETENT Junior wanted at once for London suburban business; must be good at Counter; personal interview preferred. A. W. Hanson, 23 High Street, Sidcup. Phone: Sidcup 8.

DISPENSER, qualified, used to Hospital work, required at once for Locum work. Apply, stating age, experience, etc., to the Pharmacist, West London Hospital, Hammersmith, W.6.

EXPERIENCED Assistant required, first week April; good Counterman, Window-dresser; knowledge of Photography; qualification not essential; total abstainer; one seeking permanency. Write, or interview by appointment, E. Rutter, Chemist, Church Road, Manor Park, E.

EXPERIENCED, qualified Manager for good-class business in Surrey suburb; must be energetic and progressive. Apply, giving age, salary required, and when disengaged, to 186/1, Office of this Paper.

IMPROVER for good-class business; able to Dispense and serve on Counter. Reply with photo and references to Knight & Crofts, Castle Street, Hinckley.

JUNIOR or Improver required at once; knowledge of Photographic an advantage, but not essential. Apply, stating age and salary required, Horton, 134 Market Place, Cirencester, Glos.

JUNIOR or Improver required immediately for our Tadworth branch; good Dispensing experience essential. Apply, giving usual particulars, to H. Hocken, Ltd., 33 Station Road, Redhill.

JUNIOR Assistant wanted for our Branch Pharmacy at Slough. Apply, stating age, height, experience, and salary required, to J. J. Pickering, Woods Pharmacy, Windsor.

JUNIOR Assistant (male) required immediately; must be a smart Salesman, good Window-dresser, and possess Photographic knowledge. Apply, with references, stating height, age and salary required, enclose photo, to Stewart & Co., Chemists, 56 Fore Street, Kingsbridge, Devon.

JUNIOR Assistant wanted; Counter and Dispensing. State particulars of experience and salary required. Briggs, Chemists, 126 Hoe Street, Walthamstow.

JUNIOR wanted; good Dispenser necessary. References in first letter to G. Harris, 201 London Road, Kingston-on-Thames.

JUNIOR Assistant wanted for Counter, etc., by Chemist-Optician in South-West district; Dispensing experience not essential. Wages required, etc., to 183/33, Office of this Paper.

JUNIOR Assistant required for London, N.W.1: other assistants kept. Please state particulars of experience and when at liberty. P.C.B. 11/32, Office of this Paper.

JUNIOR or Improver, opening for a capable man of good character for pharmacy near London; living in would be considered. Apply R. Barron, Chemist, Epping.

JUNIOR required at once; good Dispenser essential, with Counter and Photo experience. Give full particulars, salary, references, etc., Birmingham suburb, 185/35, Office of this Paper.

LADY Assistant wanted immediately; must be experienced Dispenser and have knowledge of Counter work and Photography; staff all women. Full particulars re salary, etc., to J. W. Feltham, Ltd., 91 Hammersmith Road, W.14.

LEWIS & BURROWS have vacancies for good qualified and unqualified male Assistants. Apply, stating full particulars and previous experience, to 146 Holborn Bars, London, E.C.1.

LOCUM, qualified, required immediately. Apply Bewells, Ltd., 93 Walworth Road, S.E.17.

MANAGER or Manageress, qualified, young, for good-class branch business; good Counter and Window-dressing experience essential. Give full particulars of previous experience and date when disengaged. Mitchell's, 6/8 Lewisham Road, Lewisham.

MANAGER wanted for small Family branch business in growing suburb of South Coast town; must be energetic and have had good all-round experience; salary £4 10s. per week and commission. Reply, with full particulars and references, 185/53, Office of this Paper.

MESSRS. PRICHARD & CONSTANCE require a smart young qualified Assistant. All particulars by letter to W. Robinson, 23 Haymarket, S.W.1.

PHARMACIST, lady or gentleman, to take complete control of Dispensary of Provident Institution in Southern County. Apply with details of experience, age, salary desired, and copies of testimonials, to 144/103, Office of this Paper.

QUALIFIED Pharmacist; good prospect for first-class man; must have excellent references; knowledge of Optics would be an advantage, but not essential. Reply, giving full particulars, to "H. R. H.", Randall & Wilson, Ltd., Dispensing Chemists, Southampton.

QUALIFIED Assistant, age 27-40, for good-class general business and N.H.I. State age, whether married, experience; salary £5. Hill-Smith (Warrington), Ltd., 62 Buttermarket Street, Warrington.

QUALIFIED Locum for March 18. Apply, with references (or phone Romford 97), to Macarthy's, Chemists, Romford.

QUALIFIED Locum (male or female) required from March 28 to April 10 inclusive. Apply, stating age and salary required, to C. Lawrence, Ltd., 76 Watling Street, Gillingham, Kent.

QUALIFIED lady Assistant required, with good Dispensing and general experience. Please give references and full particulars of experience, salary required, and when free; photo. T. Swain, M.P.S., Cleveland Pharmacy, Bath.

QUALIFIED lady or gentleman required for Light Retail good middle-class trade, S.W. London district. Reply, giving full particulars, age, experience and salary required, to 186/5, Office of this Paper.

QUALIFIED Assistant, "Croydon," capable and accurate Dispenser, good Window-dresser, and with pleasing personality in Counter-work, for a high-class pharmacy. Apply, stating full experience, age and salary, 185/13, Office of this Paper.

QUALIFIED Manager required, April 1, for branch shop in working-class district of Manchester; permanency or with view to succession. Write, giving full particulars and references, to 185/17, Office of this Paper.

QUALIFIED, energetic Manager wanted to develop new branch business (Surrey); house available. State salary required and fullest particulars of experience, references, and age in first letter to 185/4, Office of this Paper.

QUALIFIED Assistant (lady or gentleman) for N.H.I. Dispensing. State age, experience, and salary required. 184/24, Office of this Paper.

TWO Apprentices wanted at once in London district; opportunities for first-class pharmaceutical and thorough business training; remuneration 15s. per week first year, 25s. per week for second year. Apply Foster & Dallas, Ltd., 1 Lavender Hill, S.W.11.

TWO qualified Assistants required, one early April and another beginning of May; near London. Write, giving full particulars of experience, salary required, and when free, to 183/34, Office of this Paper.

UNQUALIFIED Junior required at once for good-class business; efficient Salesman and Window-dresser. Send full particulars, including age, height, and salary required, to Bennett & Morris, Chemists, 7 Coombe Road, New Malden, Surrey.

UNQUALIFIED Junior, about 20-22, wanted immediately for a few months; good Counterman and Dispenser, with knowledge of Photography; one from Manchester district preferred. Particulars to Rogers, Pharmacist, Hale, Altrincham, Cheshire.

WANTED AT ONCE—Competent and gentlemanly Assistant required for a good-class Dispensing and General Retail business; Photographic and Optical experience an advantage. All particulars, including experience and salary required, to W. Minchin, Ph. Chemist, 29 Westgate Street, Gloucester.

WANTED, qualified Manager; young; fullest particulars first letter. Thorpe, Gt. Western Street, Moss Side, Manchester.

WANTED, qualified Chemist, middle-aged, age not to exceed 65, to assist and superintend N.H.I. Dispensing in N.E. district of London. 185/2, Office of this Paper.

YOUNG qualified man required for carrying out relief work during summer season; this is a splendid opportunity for getting experience, with prospects of a good permanency if satisfactory. State age, previous experience, and salary required. 182/271, Office of this Paper.

YOUNG lady who can learn or who has learnt simple N.H.I. Dispensing and Counter; small salary on commencing. Thompson, 157 Kingsland Road, E.2.

WHOLESALE.

CHEMIST, UNQUALIFIED—John Barker & Co., Ltd., Kensington, require a young man, about 23 years of age, for Laboratory. Apply personally or by letter, stating age, salary required, and particulars of positions held, to Staff Manager, 28 Kensington Square, W.8.

IMPORTANT leading firm of Manufacturing Chemists require immediately Salesmen for special territories; replies solicited from first-class applicants accustomed to obtaining business from Chemists, Stores, etc. Apply, giving full particulars of age, experience and salary required, to 143/997, Office of this Paper.

LABORATORY hand wanted, used to the Manufacture of Galenicals and Toilet Preparations. Apply Savory & Moore, Standard Works, Tottenham, N.15.

MANUFACTURER requires on commission Representatives already calling on the Wholesale trade in London and the Provinces to carry as side line range of inexpensive Toilet Preparations, etc. 185/28, Office of this Paper.

PERFUMERY AND TOILET PREPARATIONS—First-class, experienced man wanted to represent well-known Proprietaries in Wales and adjacent English counties; must have thorough knowledge of this territory; fine prospects for capable salesman. Write, in strict confidence, stating age, experience, and salary required, to 143/994, Office of this Paper.

REPRESENTATIVE required at once by an old-established Manufacturing Drug House for the South of England to call upon Doctors, Hospitals, Chemists, etc.; a live man with a connection and his own car preferred; small salary, commission and expenses. State age and experience. P.C.B. 11/20, Office of this Paper.

REPRESENTATIVES, with connections, especially in Industrial areas, required to carry as side lines nationally advertised product; remunerative basis. 144/100, Office of this Paper.

THE KRASKA CO. has vacancies for several Travellers on ample commission basis; good connection amongst Chemists, Hairdressers and Stores essential. Apply, with fullest particulars, to 65 Portobello Road, W.11.

WANTED, a smart young man, age about 25, by Hairdresser's Wholesale House for Fancy Goods Department; applicants must have had previous Wholesale experience. Write, stating age and salary required, Nagele's, 8/12 Edward Street, Wardour Street, W.1.

(COLONIAL, INDIAN AND FOREIGN.)

CEYLON—Qualified Assistant; gentlemanly appearance and address; good Counterman and Dispenser; age 22/24; single; 4 years' agreement; passage paid out and home; good salary and allowances. Full particulars, with photo if possible and copies of testimonials, to Box M. 657, Willings, 133 Moor-gate, E.C.2.

FAR EAST.—Wanted, for the Far East, qualified Pharmacist; good experience essential; age not over 30; single; liberal salary; 4 yrs' agreement; passage paid out and home. Apply "Hong Kong," 182/11, Office of this Paper.

INDIA, ETC.—Representative, Pharmaceutical Chemist, proceeding India, Burma, Straits Settlements and China early May for old-established Wholesale House, could take three or four suitable Agencies on commission basis for a reasonable proportion of expenses. Write 143/999, Office of this Paper.

SPAIN AND SPANISH AMERICA.—Traveller, young, single, preferably qualified, able to speak Spanish with reasonable fluency, required by London firm of Export Druggists; if unqualified, candidates should have had experience of Drug and Fine Chemical trade; British nationality preferred; progressive position for suitable man. Applications to be addressed to 143/995, Office of this Paper.

SITUATIONS WANTED.

RETAIL. [HOME.]

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid.

A.A.A.—QUALIFIED; Manager or Senior; 31; tall; good appearance; all-round experience, capable and trustworthy; disengaged 16th; excellent references. Willcocks, 89 Beaconsfield Road, Southall, Middlesex.

A.A.A., man and up-to-date Window-dresser; experienced Photographic and all branches; change desired; London preferred. "Chemist," c/o Richards, 66 Pagitt Street, Rochester.

A.A.A.—MANAGER, young, seeks situation; good all-round experience; undeniable references; Lancashire or London preferred. 185/21, Office of this Paper.

A.A.—QUALIFIED all-round man; young; managerial experience; shortly qualifying Optic; Locum, part time or good London permanency; Salesman; splendid references; disengaged. "Chemist," 107 Christian Street, E.1.

ACCURATE, competent, reliable, steady man desires permanency; thoroughly experienced; good Counterman, Dispenser; active; smart; unqualified; disengaged; high credentials. Fairweather, 286 Kingsland Road, E.8.

ACTIVE, young qualified desires change; position with scope in London or suburbs; experienced all branches; reliable and trustworthy. 183/24, Office of this Paper.

AS Manager, preferably with a view to interest in business; excellent experience in all branches; Salesman; good address; tall. 172/38, Office of this Paper.

ASSISTANT 22, tall, efficient Dispensing, Photographic, 3 years' apprenticeship, desires position in or around York. "R.," 5 Pocklington Terrace, York.

ASSISTANT 20; experience high-class Counter, Dispensing, Window; Part I; Bedford or district preferred. Owen Shelton, Hickling, Melton Mowbray.

ASSISTANT and Dispenser (lady), qualified, Hall, thoroughly experienced in Counter and N.H.I. work, desires post with Chemist or Doctor in London. "L.S.," 156 Elgin Avenue, W.

ASSISTANT 25, qualified; 6 years' good all-round experience; disengaged shortly. "Quercus," 59 Stephens Road, Tunbridge Wells.

ASSISTANT Locum; able to take charge; 20 years' Counter and Dispensing; unqualified. Fall, 105 Tottenham Lane, Hornsey, N.8.

ASSISTANT, unregistered, experienced, N.H.I. Windows, Counter, Photographics; would manage drug stores; London area only. Write "Lancifolium," 184/25, Office of this Paper.

BIRMINGHAM (or Midland Area).—Engagement wanted; thoroughly experienced; first-class references. "Kingslands," c/o 64 Hunters Road, Birmingham.

CAPABLE Assistant; unqualified; mid-age; Dispensing, N.H.I.; etc.; good references. "V.," 3 Rectory Square, Stepney, E.

DISENGAGED.—Reliable, steady man; first-class experience; unqualified; anywhere; high references. "F.," 286 Kingsland Road, E.8.

DISENGAGED April 8th, Pharmacist, experienced, Locum or permanency, Superintendent; any time; moderate salary. "Pharmacist," 67 Western Road, Ealing, W.

DISENGAGED 11th inst., qualified, experienced Pharmacist (middle-aged), Locum (or permanency, London). "M.P.S.," 156 Lower Clapton Road, E.5.

DISPENSER, lady (Hall Certificate), available immediately, London or North; highly recommended. 170 Meadvale Road, Ealing, W.5.

ELDERLY, qualified Chemist seeks employment, part-time, relief, or N.H.I. Dispensing. Clarke, 4 Chalcraft Road, Lee, S.E.13.

ELDERLY Pharmacist, healthy and active, desires post; Locum or permanent; well recommended. Brown, 49 Henry Street, Rishton, Lancs.

EXPERIENCED, energetic Assistant; tall, unqualified; smart Counterman, Dispensing, Windows, Photo, seeks permanency. "Statim," 23 Doughty Street, Holborn, W.C.1.

IMPROVER or Junior; aged 20, Part I, in good active business. 53 Lee Lane, Horwich, Lancs.

JUNIOR, 19, served four years' apprenticeship in active business, desires to improve Dispensing experience; passed Part I; moderate salary; Manchester or district preferred. F. Barry, 3 Bateson Street, Stockport.

LADY (Hall), Doctor's daughter, requires post, London, Central or S.E. district; excellent experience and references. Whidborne, 60 St. John's Park, Blackheath, S.E.3.

LADY Dispenser-Book-keeper desires post with Doctor; over 4 years' experience, Surgery and Hospital; good testimonials; doctor's sister; able to drive car. 180/23, Office of this Paper.

LADY Assistant; 23; unqualified; 6½ years' experience, Dispensing and Counter. Apply "Aspirin," 182/22, Office of this Paper.

LADY Dispenser, London Matric. and Hall qualification, some experience, testimonials, requires post with Doctor or Hospital, preferably in Hampshire. "M.," "The Pines," Winchester Road, Southampton.

LADY Dispenser (Hall), with some Hospital experience, requires post in or near London, about May; small salary. 183/35, Office of this Paper.

LADY, qualified, desires post in London or Kent; excellent references. 185/40, Office of this Paper.

LOCUM or permanency; qualified; married; middle-age; good experience; disengaged. Maxwell, 20 Great West Road, Osterley, Middlesex.

LOCUM or permanency; first-class experience in Dispensing, Counter, Windows; Prescribing; unregistered; trustworthy. Harries, 11 Trigon Road, S.W.8.

LOCUM; qualified; retired Chemist; 30 years' experience; excellent references. Flat 2, 6 Colville Mansions, Powis Terrace, Bayswater, London, W.

LOCUM; M.P.S.; elderly; good references; moderate terms; temporary or permanent; disengaged March 11. Wellburn, 5 Winterwell Road, Brixton, S.W.

LOCUM; qualified; active; reliable and experienced; satisfaction given; offers wanted. Briggs, 8 Brooke Street, Dudley.

LOCUM now booking summer engagements, anywhere; Easter vacant; energetic; capable; excellent references; lowest terms. Cart, The Pharmacy, Rodley, Leeds.

LONDON.—As Locum Dispenser at Easter; lady, experienced, Hospital Dispensing, whole or part-time, now free (Apoth. Hall). 183/31, Office of this Paper.

MANAGER; qualified; highly recommended; experienced; Dispenser, Counter, Photo, Windows; Home Counties, London; at liberty. "B.," 123 Bennerley Road, S.W.11.

MANAGER or Senior; 10 years' experience; good references; London preferred. "M.P.S.," 58 Upper Tooting Road, S.W.17.

MANAGER, qualified, 36, capable of controlling substantial business; thoroughly experienced Pharmacy, Photographic and Window-dressing, London and Provinces; first-class references; good remuneration expected and willing to earn it; permanency preferred. 184/21, Office of this Paper.

MANAGING Assistant requires permanency; unqualified; married; fully experienced; excellent references; disengaged; change unavoidable. "B. D. G.," 41 Cumberland Street, Woodbridge.

MANAGING Assistant; unqualified, well educated, first-class Dispensing and Counter experience, practical Photography, successful Prescriber; aged 40; active; recently disengaged; excellent references; London, S.W., or Croydon. Tel. Streatham 0273. 184/2, Office of this Paper.

M.P.S.; 25; excellent Dispensing and Counter experience; Photography and Window-dressing; as Manager or Senior. "L. B.," 63 Clinton Road, Bow.

M.P.S.; 25; London and provincial experience; sound knowledge Photography, Window Display; experienced Dispenser. "Pharmacist," 125 London Road, Ipswich.

M. R. C. B. SNOW, M.P.S. (38), desires position of trust as Manager or similar capacity; thoroughly competent; 8 years present position; well recommended; disengaged end of month. "Roze," Cudham Lane, Farnborough, Kent.

All Unqualified Assistants, Dispensers and Apprentices
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149 Newington Causeway, LONDON, S.E.1

PHARMACIST (36), tall, married (managerial experience), 15 years entire Retail; abstainer; excellent references; free; would interview, London. Apply 184/35, Office of this Paper.

QUALIFIED Manager, 37, single, desires post in or near London; experienced in all branches; town and country. 175/16, Office of this Paper.

QUALIFIED; 31; Manager or Locum; experienced; moderate terms; at liberty. F. R. Smith, 10 Gray Road, Colchester.

QUALIFIED, Welsh, desires position; good experience; highest references. Thomas, "Tymawr," Bodedern, Anglesey.

QUALIFIED, married, age 39, at present in France, desires post as Manager in good-class business, with view to early succession or Partnership entertained. Reply "W. N. J.," 186/21, Office of this Paper.

QUALIFIED Assistant, 26, desires post in good-class business, with view to later succession if possible; best experience. 185/36, Office of this Paper.

UNQUALIFIED; 10 years' good all-round experience; age 25; excellent references; disengaged. "W.," 39 Lavender Gardens, Clapham Junction, S.W.11.

WOMAN Dispenser (Hall), 25½ years' present post, desires change; whole or part time; would suit Country Doctor. 180/40, Office of this Paper.

YOUNG lady desires post as Assistant Dispenser in Dispensary, Hospital or Institution; Hall qualification; good worker; within easy distance of Brighton. 130/35, Office of this Paper.

£4 PER WEEK wanted; good general experience, Prescriber, Dispenser and Counter Salesman. "G.," 130 Scott-Ellis Gardens, N.W.8.

WHOLESALE.

ANALYTICAL Chemist desires immediately progressive appointment, London or district preferred, where initiative, unusual ability and hard work would be appreciated; all-round experience with Dyestuffs, Synthetic Drugs, Medicinal Products, Modern Hairdressers' Requirements and Perfumery, together with some acquaintance with the commercial side, advertising, etc. "Progressive," 99 Claverdale Road, S.W.2.

EXPERIENCED, energetic Salesman, perfect knowledge of Retail, desires outdoor position with progressive firm; present and previous positions with first-class firms of exceptional standing; thoroughly reliable, possessing strong credentials, and soundly recommended. Wm. A. H. Fry, 31 Howard Road, South Yardley, Birmingham.

FOREMAN Pill and Tablet Maker, Sugar Coater, etc.; 25 years' experience. A. Goldstone, 11 Hillery Road, Watworth, S.E.17.

GENTLEMAN, 32, open to represent good firm; sound experience; West-End connection (propaganda, sales) with Doctors, Hospitals, Chemists; highest references. 144/105, Office of this Paper.

NINE years' Retail (24) desires progressive position with Wholesale firm; work of any description considered; free month's notice. 186/4, Office of this Paper.

REPRESENTATIVE, energetic, capable, keen Salesman, 20 years' excellent connection South and West of England, desires re-engagement with good house; Drugs, Sundries or Proprietaries; experienced medical propagandist. 166/11, Office of this Paper.

REPRESENTATIVE, with 15 years' travelling experience, will shortly be open to represent a good Drug or Sundry House; personal interview if desired. 185/1, Office of this Paper.

TABLET Maker and Sugar Coater desires situation; good all-round experience. 183/23, Office of this Paper.

TOILET, Perfumery or Sundries Retail Assistant (27) seeks permanent position with well-known firm; suitable as Representative; would supply own car. Write 184/17, Office of this Paper.

UNQUALIFIED, young, energetic, requires position with Wholesale House; excellent references; disengaged. Apply F. T. Carter, 170 Kennington Park Road, London, S.E.

CLEAR OUT—your Old or Damaged Stock of Photo Goods.

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S. E. HACKETT, 23 July Road, Liverpool

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SULPHONATOR, 50 gallon, unused and fitted with gauges and all accessories; any reasonable offer; can be seen at any time here in London. 143/993, Office of this Paper.

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CHEMIST FITTINGS.—Complete Fittings in stock. Range of Drug Drawers with glass labels, shelving and lockers, glass-fronted Counters, Dispensing Screens, Wall Cases, etc.; all made in sections which any local man can fix. Also Second-hand Fittings, Shop Rounds (ribbon and recess labels); Cash Tills from 15s. 6d. Kwik-Sale Case, special Chemist design. D. MATTHEWS & SON, Chemist Fitters, 14 and 16 Manchester Street, Liverpool.

LIMITED COMPANIES REGISTERED.—I have now been engaged in this work over 20 years, so you may rely that my experience in Chemist and other Companies (I take all trades) is hard to beat. Most reasonable and inclusive fee. Advice free. A. B. SLACK, 15 Christ Church Avenue, West Didsbury, Manchester.

SECOND-HAND CHEMISTS' FITTINGS.—We have an exceptionally fine selection of these in all sizes; prices are right, and goods are in first-class condition; we shall be pleased to supply particulars and prices. Call or write, RUDDUCK & CO., 219 Old Street, London, E.C.1.

WHOLESALE wishes to buy in bulk cheap qualities of Face Powders for own packing. Reply with full particulars to 185/280, Office of this Paper.

£90.—10 ft. Drug Fitting, comprising cupboards, drawers, lockers, cornice and shelving; 8 ft. Serving Counter with glass cases in front; 6 ft. Dispensing Screen and Counter; 6 ft. Wall Case, Perfume Case and Desk; Counter Drawers; mahogany; packed and free on rail London. PHILIP JOSEPHS & SONS, LTD., 90 and 92 St. John Street, Clerkenwell, London, E.C.1. Pharmacy Fitters for Over a Century.

£87 15s.—SET OF MAHOAGANY FITTINGS.—10 ft. Drug Run, 30 drawers (glass knobs and labels), shelves, cupboards and lockers; 10 ft. glass-fronted Counter, nest of 13 drawers at back; 6 ft. Wallcase, 6 ft. Dispensing Screen, Perfume Case and Desk. Illustrations on request. E. BERG, LTD., 336 Old Street, London, E.C.1.

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FOR DISPOSAL.

EXCELLENT TRIAL CASE for disposal. Stamp for details. 186/20, Office of this Paper.

£12 12s. PORTABLE REMINGTON TYPEWRITER, with Prescription Symbols; excellent condition; first offer secures. 185/9, Office of this Paper.

WANTED.

PRINT DRYING MACHINE, gas or electric type. Condition and price to Garbutt, Chemist, Durham.

2-LB. COUNTER SCALES; Dispensing Scales, Shop Rounds; must be good condition. 185/29, Office of this Paper.

WE SEEK THE ALKALOIDS "Carpain" and "Coronillin," and urgently require offers. Dr. Rentschler & Co., Laupheim/Wttbg., Germany.

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